COMMERCE AMERICA

U.S. Department of Commerce / October 24, 1977

Seeking POLLUTION-FREE Tankers

Newsmemo

The business of business is business—neatly put but no longer workable. Thomas Alsopp, retired Prudential Insurance official now in the Goodyear Chair at the University of Akron, makes that assessment, and finds agreement: "Business during the last decade has begun to face up to its responsibilities. Businessmen are pragmatists and are used to giving the public what it wants, and there has been a major shift in public attitudes and values during the last decade which add up to a new role for American business."

A new Office of Intelligence Liaison will help coordinate Commerce Department relationships with the U.S. intelligence community. Over three decades that community has supported Commerce programs in the export control field, including both strategic goods and advanced technology. Intelligence reports have also supported such Commerce activities as trade negotiations with Communist countries, foreign shipping and fishing activities and various aspects of international trade in industrial fields. In setting up the new unit, Commerce also announced the establishment of an oversight committee to insure that the Department—intelligence relationships are legal and proper.

World Bank financing will grow steadily in the years just ahead. Discussing the institution's future role last month, World Bank President Robert S. McNamara pointed out that a decade ago net capital flows from the Bank, including its affiliate, the International Development Association, were $700 million. This year they will be just under $4 billion. By 1983 it is expected that they will reach an annual rate of $7.6 billion. Thus over the next five years the World Bank should provide between $30 billion and $35 billion in net financing.

International business diplomacy—a concept whose time has come? Georgetown University in Washington, D.C., is setting up such a study program as a result of a grant from the Landegger Foundation. The program will concentrate on the American private sector's relations with public entities at home and abroad. It aims to prepare graduates to work effectively with both business and government in an increasingly competitive international economic environment. The program bears the name of Karl F. Landegger, founder of two companies, Parsons & Whittemore and Black Clawson, with major worldwide operations.

The Conference Board is going to Europe. The New York-based non-profit organization that studies management practices and economic developments has set up an affiliate in Brussels to handle research, conferences and information exchange for the European business community. In taking this step, the Conference Board acknowledged that Europe has excellent economic research and study centers, but "no institution that matches the Conference Board in the breadth, relevance and practicability of its assistance to the business manager."

A reminder on the proposed anti-boycott regulations. Public comment on these regulations is being received by the Commerce Department until noon on Nov. 21. Final regulations will be issued before next Jan. 19. The Federal Register of Sept. 23 contains the full text of the proposed regulations. A summary article on the proposed regulations was published in the Oct. 10 issue of this magazine. Written comments are to be addressed to: U.S. Dept. of Commerce, P.O. Box 320, Benjamin Franklin Station, Washington, D.C. 20044.

Japan is making some dramatic moves now in the direction of imports as well as exports. A 10-story World Import Mart is under construction in a "Sunshine City" urban complex in Tokyo that includes a 60-story office building, a 1,200-room hotel and a 12-story cultural center. Sunshine City expects to attract 150,000-200,000 visitors daily when the import mart opens next October. The Japanese Government will provide a subsidy for operation of the import mart, according to present plans.

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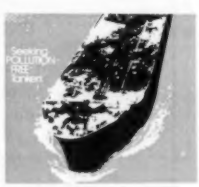

COVER: Oil tankers will be less likely to pollute the world's oceans if recommendations contained in a recent Maritime Administration study are placed in force. Story begins on page 4.

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New Commerce Office To Coordinate Federal Statistical Policy

This article was prepared by Chief Economist Courtenay Slater in collaboration with Dr. Joseph W. Duncan, Director, Office of Federal Statistical Policy and Standards.

Dr. Slater

Responsibility for coordinating the Federal Government's sprawling statistical system was transferred this month from the Office of Management and Budget to the Department of Commerce. The move occurred at a time when several important projects are being conducted to improve economic and social statistics and the system itself is the subject of an organizational review.

President Carter accomplished the transfer through an executive order that moved the principal statistical policy-making functions into the Department. Secretary Juanita M. Kreps will delegate these functions to the Office of Federal Statistical Policy and Standards, a new unit which will report to the Chief Economist. The President also established a cabinet-level Statistical Policy Coordinating Committee, to be chaired by Secretary Kreps.

The use of federal statistics in the administration of various programs has grown at an explosive rate in recent years. The statistical agencies often find they must race to keep even with the new demands being placed upon them. For example, at least 8½ million workers in the private sector now receive cost-of-living wage adjustments tied to the Consumer Price Index. Price indexes also govern adjustments in payments totalling about $100 billion a year for social security, food stamps, retirement benefits for federal employees, and other transfers. The allocation of almost $13 billion for federal employment and training programs is affected by local and state unemployment statistics. Revenue sharing distributions to some 38,000 local governments are determined on the basis of local population and per capita income estimates prepared annually by the Census Bureau.

Allocations under the Local Public Works program, community development programs, and various other programs also rely on sophisticated statistical measures. Frequently, allocation formulas must be adjusted in the search for more equitable and effective programs. For example, age of housing has been introduced as a factor in some community development funding formulas to try to offset the negative impact which a declining population base was exerting on the amount of funds allocated to many northeastern and midwestern areas.

The unseen and unmeasured influence exercised by government statistics may be even more important than the direct effects on program administration. A vast array of government, business, and individual decisions are based on statistical information—consumer purchases, business investments, career choices, monetary and fiscal policy decisions, and so on.

Even those statisticians and other professionals, including foreigners, who describe the U.S. statistical system as the best in the world frequently advance ideas for improvements. The complex system reflects changing times. It must undergo constant change and improvement to meet new demands that continually are being placed on it. At present, for example, the system must respond to needs for more detailed and more accurate local area data, new information about energy use, improved presentation of data by sex, race and ethnic heritage, and more data of use to small business firms.

Current and planned initiatives to meet changing needs include:

—a revised Consumer Price Index.

—a continuing Consumer Expenditure Survey to permit more frequent future updating of the CPI.

— a major expansion of the Current Population Survey (the source of our employment and unemployment data) to provide more accurate data at the state level.

—important new collection procedures to provide more accurate and timely information on business inventories.

—a planned new survey that will provide improved basic data on income distribution as well as specific information on eligibility for federal income support programs.

—changes in decennial census procedures so as to minimize the undercount, especially among minority groups, to provide data on a neighborhood basis, and to move away from outdated categories such as "head-of-household."

Such changes often are difficult because new reporting categories and additional detail must be provided while simultaneously maintaining and enhancing accuracy. To the extent possible, historical comparability with earlier data must be maintained. A continuing effort must be made to minimize the paperwork burden imposed on respondents to statistical surveys. The confidentiality of individual responses must be—and is—rigorously protected. Yet the legitimate and important

Statistical Publications

The new Office of Federal Statistical Policy and Standards (formerly the Statistical Policy Division of OMB) will continue to publish the *Statistical Directory*, the monthly *Statistical Reporter*, and other publications for both government and private users of statistics.

The *Statistical Directory* contains the names, addresses, and telephone numbers of major organizations and key individuals involved in government statistical activities.

The monthly *Statistical Reporter* provides information on current developments in government statistical programs as well as reports of progress on long-term planning and improvement projects.

The *Standard Industrial Classification Manual* classifies the numerous kinds of business establishments and enterprises.

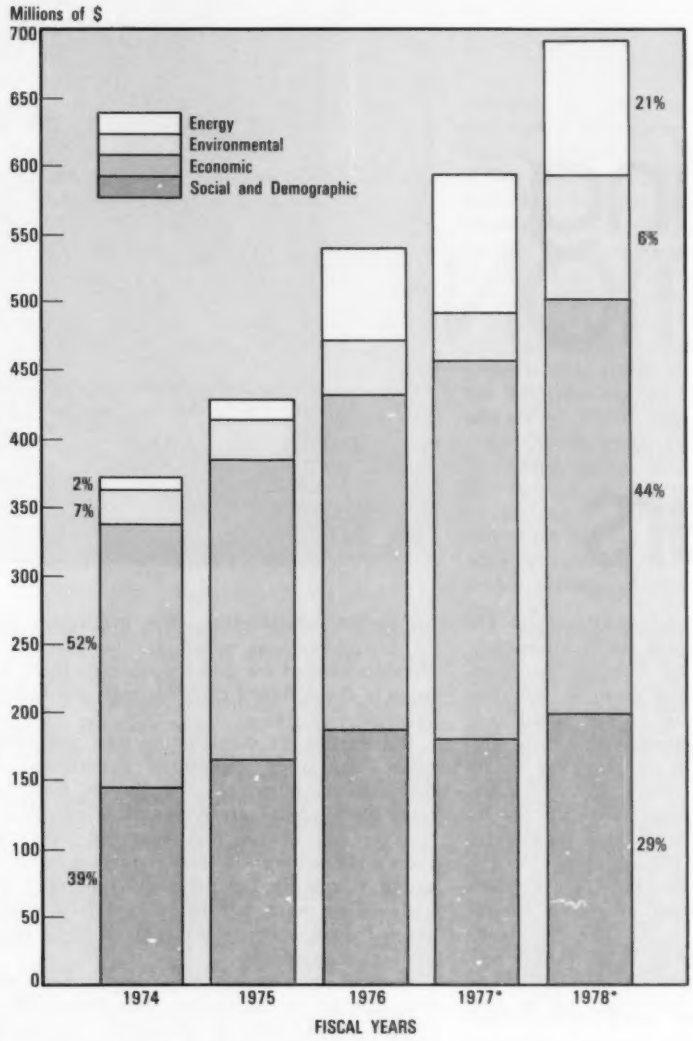
The *Standard Metropolitan Statistical Areas* lists the SMSA's and describes the criteria that determines an SMSA.

Statistical Services of the U.S. Government is a fundamental reference work on the federal statistical system.

The soon to be published *Standard Occupational Classification Manual* will provide a consistent set of occupational definitions.

The new mailing address of the office is Room 4850, U.S. Dept. of Commerce, Washington, D.C., 20230. Tel. 202-673-7959.

Spending on Principal Statistical Programs



*Estimate
Source: Office of Management and Budget

needs for more information must be met.

As shown in the chart, funding for principal statistical programs has grown rapidly in recent years and will reach about $690 million in fiscal year 1978. Even so, this is less than 0.2 percent of the federal budget. The allocation of funds among programs also has shifted with energy statistics, for example, presently representing a greatly increased share.

Over the years, statistical functions have been assigned to various agencies according to the kinds of programs in which they were engaged or because of their particular statistical expertise. A large proportion of federal statistics is collected by the following agencies: the Census Bureau and the Bureau of Economic Analysis in Commerce, the Bureau of Labor Statistics in the Labor Department, the National Center for Health Statistics and the National Center for Educational Statistics in the Department of Health, Education, and Welfare, and the Statistical Reporting Service of the Department of Agriculture. Altogether, however, more than 100 agencies collect, publish, and analyze social and economic statistics. In some cases several agencies must work closely together to produce certain statistics; in other cases agencies collect specialized statistics that have little or no connection with the work of other bureaus. The results of all this would be somewhat cacophonous without a strong coordinating mechanism.

The Office of Federal Statistical Policy and Standards, known as the Statistical Policy Division when it was part of OMB, has been working for some time on a project designed to produce "A Framework for Planning U.S. Federal Statistics, 1978-1989." One tentative conclusion that has emerged from this broad study: the federal system could be made much more effective if the statistical work now carried out by 100-odd agencies could be concentrated in about 20 agencies.

The "Framework," however, is a great deal more than merely a blueprint for improving the organization of statistical resources. It describes the needs for statistical data in major subject areas such as health, economics, agriculture, and education. It also provides an analysis of critical issues relevant to nearly all statistical programs—issues such as the confidentiality of statistical data, users access to available data bases, and the development of improved federal-state cooperative systems. Chapters of the proposed "Framework" are available in draft form and comments have been sought from interested parties both within and outside the government.

The day-to-day activities of the new Office of Federal Statistical Policy and Standards fall into four categories:

- the development and coordination of programs
- the oversight of procedure regarding the release of statistical information
- the determination of statistical standards and definitions
- cooperation with international agencies and definitions.

The Office has a mandate to coordinate the activities of the numerous statistical agencies, in order to avoid duplication, maintain high standards of accuracy and objectivity, and develop new approaches to meet new needs. The most basic of several legal authorities under which it operates is the delegation by the President to the Secretary of Commerce of the authority contained in Section 103 of the Budget and Accounting Procedures Act of 1950 to "develop programs and to issue regulations. . . . For the improved gathering, compiling, analyzing, publishing, and disseminating of statistical information . . . by the various agencies in the Executive Branch. . . ."

The Office will carry out much of its work through a variety of inter-agency committees and working groups. Some of these will be ad hoc groups to deal with specific questions; others will operate on a continuing basis. The Cabinet-level Statistical Policy Coordinating Committee will give overall direction to statistical policy and will serve as the mechanism through which the statistical programs can be related to the public policy needs.

Seeking POLLUTION-FREE Tankers

Oil tanker design and equipment around the world may be in for some major alterations. Several recommendations by Commerce's Maritime Administration for cutting down on pollution by oil tankers were submitted to the U.S. Coast Guard, which is the U.S. representative to a mid-October international meeting on maritime safety and protection of the marine environment in London.

The proposals, which Maritime drew up for inclusion in the U.S. presentation to the Inter-Governmental Maritime Consultative Organization (IMCO), were developed in response to President Carter's March 17 message to Congress proposing specific federal actions to combat oil spills. The President's message recommended upgrading of oil tanker construction, equipment and training standards, and called for new regulations governing all tankers calling at U.S. ports.

To implement the Presidential directive, the Coast Guard issued proposed regulations in the *Federal Register* of May 16, which include requiring double bottoms on all new tankers and segregated ballast, inert gas systems, back-up radar systems with collision avoidance equipment, and improved steering standards for all tankers entering U.S. ports.

MARAD's naval architects and marine engineers, under the direction of the Assistant Administrator for Operations and with the coordination of Maritime's Environmental Activities Group, found several other design and construction features which they felt could be added to the list. MARAD's review evaluated pollution control features on tankers with respect to 1) hull design and construction, 2) ship-propulsion and maneuverability, 3) safety of navigation, and 4) pollution abatement systems and equipment.

The MARAD Tanker Study evaluated 35 pollution control features and compared them with those in the President's message and the proposed Coast Guard regulations with respect to cost and pollution prevention effectiveness. The evaluation identified 13 design features which are as effective as the President called for and recommends their consideration in Coast Guard rules for both new and existing tankers.

In addition to construction and equipment features, the study considered operational changes which would minimize oil pollution, such as regulated navigational areas, shoreside reception facilities for oily wastes, and upgraded crew qualifications and training. Of these, manning levels, qualification standards for personnel and crew training and testing were felt to be especially crucial, because human error is involved in 80-85 percent of all tanker accidents.

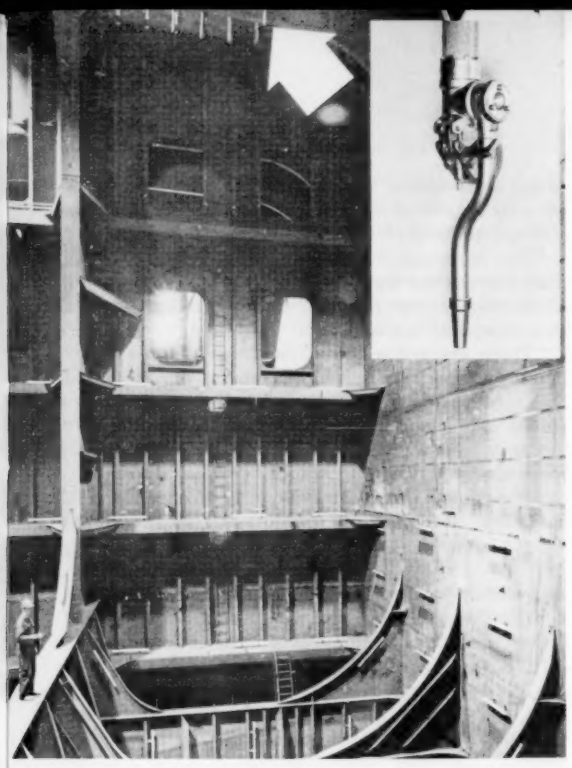
Stepped-up research and development activities will also be of particular importance, the report points out, because the Presidential program mandates that new techniques be evaluated.

The study also evaluated several alternatives to segregated ballast and double bottoms, since the Presidential message allows the Coast Guard to accept alternate designs or equipment if they can provide equivalent pollution protection, and since segregated ballast and double bottoms have raised the most opposition.

Five of the 13 recommended techniques offer viable alternatives to segregated ballast or double bottoms:

Crude Washing—Alternative to Segregated Ballast—Traditionally, tanks have been cleaned by washing with jets of water. With the advent of crude washing, the problem of mixing the oil and water has been largely eliminated.

During crude washing, a part of the cargo being discharged ashore is diverted through the fixed tank cleaning system into the tanks being emptied so that the exposed tank surfaces coated with the residual oil are washed by jets of crude oil. The solvent action of the crude oil dissolves sludge, paraffin and



JET HOLD SCRUBBER—Emptied of its oil cargo, this hold is scrubbed clean by a newly-developed jet device (inset photo) which uses crude oil instead of water to dissolve sludge, paraffin and asphaltic oils.

heavy asphaltic oils clinging to internal surfaces, and in particular to horizontal surfaces, thus leaving only a thin film of oil.

Therefore, a minimum amount of water washing is required for the tank to be used for clean ballast or to be gas-freed for safe entry by personnel carrying out repairs. Crude washing also gives the tanker owner some real economic benefits, such as greater recovery of oil; reductions in time and cost of tank cleaning, and increased new cargo capacity as less old oil is retained onboard.

The ultimate goal of the crude washing concept is to introduce ballast water into the tank without any water washing, which can then be discharged as clean ballast having an oil content of not more than 15 parts per million (ppm.).

Ballast Oil/Water Separator—Alternative to Segregated Ballast—Ballast oil/water separators have not been widely used for primary shipboard processing of dirty ballast and tank washing. Suitable units for marine service with capacity to process the entire quantity of ballast on large tankers have not been available.

However, manufacturers of oily water separators have recently demonstrated the ability to effectively process a wide variety of oil-in-water mixtures with throughputs of up to 3,000 gallons per minute. The quality of the effluent would allow a tanker to meet the permissible discharge requirements (no visible sheen or 15 ppm) in the prohibited zone.

The use of an oily water separator in conjunction with crude washing should provide at least equivalent, and possibly greater, environmental protection than segregated ballast.

Shoreside Reception Facilities — Alternative to Segregated Ballast—The elimination of operational pollution can either be met by prescribing specific tanker design requirements or by requiring all ship's wastes to be retained onboard and discharged to shoreside treatment facilities. The installation of shoreside reception facilities for the treatment of oily wastes from ships would eliminate the need for tankers to discharge these wastes at sea.

The 1973 International Convention for the Prevention of Pollution from Ships states that the government of each party to the Convention shall undertake to ensure the provision of reception facilities at oil-loading terminals, repair ports, and the other ports in which ships have oil residues to discharge.

U.S. Coast Guard Defensive Location of Segregated Ballast—Alternative to Double Bottoms—The present U.S. Coast Guard regulations prescribing the defensive location of segregated ballast for new tankers of 70,000 tons and above require that 45 percent of the cargo portion of the hull be protected by ballast tanks. Double bottoms or double sides can be used as a practical means to meet this requirement. On smaller vessels, the defensive requirement can be met economically by allocating wing tanks for segregated ballast; on larger vessels double bottoms, double sides or a combination are practical.

Five techniques seemed to offer viable alternatives to segregated ballast or double bottoms.

A Maritime Administration assessment of this design feature indicates that it offers substantial bottom protection and also can provide protection in the case of side damage. The report recommends that the Coast Guard retain, as an equivalent, the present regulations concerning defensive location of segregated ballast, which in some cases will be met via double bottoms.

Intermediate Deck—Alternative to Double Bottoms—The intermediate deck concept consists of fitting a watertight deck near the waterline. The pressure head on the cargo in the lower tanks would be reduced or could be made slightly negative. In the event of grounding, outflow would be prevented or greatly minimized because of the lack of a pressure head on the liquid cargo in the affected cargo compartment. There would also be little change in buoyancy.

Unlike the double bottom, which will prevent outflow in only low energy groundings, the intermediate deck concept will prevent or minimize outflows in medium and high energy groundings.

Due to the uniqueness of the intermediate deck concept, the Marad study recommends a more comprehensive evaluation of its pollution prevention effectiveness to establish a firmer basis for its acceptability as an alternative to double bottoms.

In addition to this report, MARAD's pollution abatement efforts involve participation in both international and domestic activities to prevent ship-source pollution. At the international level, Environmental Activities Group staff members serve on technical committees of IMCO concerning vessel safety and pollution prevention, and also represent the United States at the current U.N. Law of the Sea negotiations.

Domestically, MARAD's Environmental Activities Group is Commerce's voice when ship-source pollution control involves national pollution abatement laws, regulations and standards.

ON THEIR OWN: Minority Firms Thrive AFTER EARLY BOOST

Business firms owned and operated by members of minority groups are springing up and prospering throughout the country, thanks to a head start and boost from the Federal Government.

A prime mover in this trend is Commerce's Office of Minority Business Enterprise (OMBE). OMBE has a budget of about $50 million a year, $35 million of which is devoted to paying the administrative costs of business development organizations, of which about 240 are now in existence.

These organizations provide managerial services and technical assistance to active or prospective minority business owners at no cost to them. The aid provided includes business and financial packaging, accounting systems and services, and help in winning sales contracts.

Here are brief reports on the progress made by a number of representative minority firms.

The Assembly Manufacturing Corp., in the little Delta town of Anguilla, Miss., started last March with 12 employees. It now has 130 workers and expects to have 200 by January.

The firm assembles wiring harnesses, an electrical component, for Chevrolet trucks. Sales this year are expected to total $2 million, and they could reach $5 million next year.

Reuben Anderson, a black attorney of Jackson, Miss., is president of the firm. He says he usually goes to Anguilla, about 90 miles from Jackson, on Fridays to look after the progress of the firm.

"The company," Anderson says, "is growing a little faster than we want it to grow. We are adding 30 workers every 45 days. Our biggest problem is to get capable workers.

"There are not a lot of people to draw upon in finding workers. The county in which we are located has a population of about 6,000. Our workers are nearly all young people. We don't want to hire people away from existing jobs. We may be exhausting employment possibilities in the area.

"In any case, everything is going on exceptionally well. The quality of our product has been as good as had been expected."

P. David Ollar, 35, the plant manager, is the oldest worker in the shop. He is white and the only non-Mississippian among the workers, about 85 percent of whom are black, he says.

"This company," Ollar says, "and others like it can be the answer to a lot of problems in the Delta area. It is a real minority section. There has been a large exodus of people from the area, and the company can keep some people here."

Mississippi has its own OMBE, which is supported jointly by the state and the national OMBE. Tom Espy, state OMBE director, had been trying for more than a year to place a minority manufacturer in a 30,000 square-foot facility in Anguilla which had been vacant since the previous tenant left the area several years ago. The plant had been the principal employer in Anguilla.

The state OMBE arranged financing, which included a $150,000 industrial loan from its parent agency, the Mississippi Economic Development Corp. The seed money enabled Assembly Manufacturing to obtain additional financing from local banks. The firm succeeded in winning a subcontract for making the electrical components. The auto company sent representatives to Anguilla to train workers for the new plant.

Lyle Mouton, 31, who describes himself as "a hard-working black fellow," realized a lifelong dream August 10 when he moved his Circle M Supply Co. into its new $175,000 office and warehouse facility outside Lafayette, La.

Mouton describes his firm, first mentioned in a *Commerce America* article of August 30, 1976, as "a hardware store for oilfield supplies." He expects the firm to gross about $3 million this year. The firm primarily services the equipment needs of oil companies operating in Southern Louisiana and East Texas, as well as distributing pipeline equipment nationally.

The new facility will enable Mouton to keep a much larger inventory of oil field equipment and pipe. The structure is 10,000 square feet as compared with a previous facility of 2,500 square feet.

"I started on a shoestring," Mouton says. "Now I can take care of any request we get. It's been a long, hard road.

"I feel we can compete with any other oil field supply house now."

An agreement between Church's Fried Chicken, a fast food chain based in San Antonio, and Bread-

basket Commercial Association, of Chicago, a business development group supported by OMBE, is expected to pump $40 million into Chicago's minority community in the next three years.

The agreement spells out plans for offering minorities first call on construction job opportunities that will become available in a major expansion of Church's operation in the Chicago market.

Under the agreement, Church's will give prime consideration to bids from minority contractors and subcontractors for work on construction of 60 to 80 new stores to be built in the Chicago area. One of these stores is now under construction and four more are on drawing boards. Minority firms will also be considered for other services, including everything from advertising and banking to exterminating and janitorial services.

The Breadbasket Commercial Association will aid Church's in locating qualified minority firms. Church's investment in the Chicago minority community is expected to total $40 million over the life of the agreement.

Another $2.5 million will be brought into the minority community in wages going to workers in Church's franchise outlets. About 90 percent of the firm's Chicago area employes are now black or Spanish. This level is expected to be maintained in the new stores, each of which will require a minimum of 11 workers.

In 1974, Gene Cardenas, a Spanish-American, got the idea of going into business for himself when the owner of the glass company where he worked as manager decided to close up shop.

Through a friend, Cardenas contacted Uplands Inc., an organization which offers management and technical assistance to minority business owners under a contract from OMBE. Cardenas and Jose Lucero, of the Uplands office in Grand Junction, Colo., studied the market for glass products, set up a management plan and assessed production capabilities of the proposed firm.

Next, $186,000 of commercial credit was obtained to construct a building to house the new company, provide start-up capital, buy out a competitor's inventory and equipment and have available a line of credit.

Cardenas calls his company C's Glass and now it is the number one glass retailer and glazier in the town of Montrose, Colo. C's Glass offers a full line of glass products, including auto glass, windows and thermo-pane products.

The firm employs eight people, has a weekly payroll of $1,600, and is heading, Cardenas says, toward $400,000 in gross sales this year.

And things promise to get better. One of the larger coal companies, Cardenas says, is coming into the area, and will bring in about 400 families. The company, he explains, has already nearly completed $300,000 to $400,000 of new construction 40 miles from Montrose in preparing for the mining and transportation of coal. He estimates that the coal company will boost his business another 25 percent.

William (Bill) Shack, Jr., is very much a member of the minority. He is a successful black businessman in Yucca Valley, Calif., a community of 18,000 that is 99.9 percent white.

WIELDING THE CLIPPERS—An elated Lyle Mouton, owner of the Circle M Supply Co., is assisted by Mayor Kenneth F. Bowen in opening a new warehouse and office facility outside Lafayette, La., as Mrs. Mouton looks on. Ted Lettes (far right) represents OMBE which helped to make the firm's expansion possible.

He started his own business last January 31, and now estimates that it will net $250,000 this year.

"We are mildly successful," he says modestly. "We've made money each month."

In 1973 Bill Shack was recruited into Ford Motor Company's Minority Middle Management Trainee Program. The purpose of the program is to train minority individuals as dealership managers, with future prospects of becoming Ford or Ford-Mercury dealers.

He completed the training program in January 1975, and began working in auto sales in Southern California while waiting for his opportunity to secure a dealership of his own.

Early in 1976, Shack learned that a Ford dealership in Yucca Valley was to be sold. Obtaining an option to buy it, he put together detailed financial projections and obtained a commitment from Ford's Dealer Development Corp. to help finance the purchase. By exhausting his savings, it appeared that he would be able to make a down payment and obtain the dealership.

Then a hitch developed. The owner wanted to sell the land and buildings occupied by the dealership in a separate real estate transaction. Finally, in November 1976, as the last extention of his option to buy the dealership was about to expire, Shack

BAGELS WITHOUT LOX—Randolph T. Blackwell, OMBE director (center), discusses the bagel business with Hector P. Hernandez (left), a partner in H & H Bagels, Inc., and an employee of the New York City firm. Technical assistance has been provided the firm by OMBE.

learned about Space Ventures, Inc., a minority enterprise small business investment company (MESBIC) sponsored by Rockwell International Corp.

MESBICS, of which there are 80 nationwide, are licensed by the Small Business Administration (SBA). OMBE helps to market the MESBIC concept and to aid potential sponsors in applying for a license.

One week after visiting Space Ventures, Shack was granted a loan of $173,000 by its Board of Directors. The loan enabled him to obtain the land and buildings, which cost about $250,000.

Now he has 31 employees and a monthly payroll of $32,000. All of his personnel are skilled except half a dozen clerical workers and lot men. His maintenance shop is manned by skilled mechanics, and his five salesmen, he says, earn $1,500 to $2,500 a month.

Aside from the dealership, Shack operates a rental car service of 215 cars under government contracts with the Marine Corps Base at Twenty-nine Palms, Calif., and the Navy at San Diego and Long Beach and the naval support activity at Terminal Island. The rental car business brings in a gross of about $65,000 a month. Shack is expanding it, and may extend it to airports.

OMBE helps to market the MESBIC concept and to aid potential sponsors in applying for a license.

A rose by any other name will smell as sweet. And by the same token bagels made by Hispanic businessmen will find a ready and expanding market if the quality is right.

This is the explanation given by Hector P. Hernandez for the success of H and H Bagels, which he owns jointly with his brother-in-law Helmer Toro.

Hernandez and Toro got their start in 1972 with the assistance of a loan of $60,000 from the Small Business Administration (SBA). They purchased Midtown Bagels on Broadway, renaming it H and H, and their business grew so well that their Broadway facilities could not handle the growing demand for their products. So they purchased Yorkville Bagels on Second Avenue, renaming it H and H Midtown Bagels East.

In a business catering to a large Jewish clientele, Hernandez says he and Toro have encountered no problems by being Hispanic.

"The overwhelming criterion in a retailer's deciding whom to buy from is quality," he says. "If they get the freshest and best-tasting bagel from me, then they'll buy from me."

The two bagel companies now do annually a multimillion-dollar business. In addition to their big New York market, they ship their products to such faraway places as Boulder, Colo., and towns in North Carolina.

First Harlem Management Corp. of New York City has chosen the business as one of the minority firms in its area of operation to be provided with continuous and ongoing management and technical assistance under a program sponsored by OMBE.

Both Hernandez and Toro are veterans of the U.S. Army and gained their experience in the baking field as employees of several bakeries, including their own.

The East Side Pet Center, a business owned by three black businessmen, is supplying a growing share of the New York City market, where pets are in large demand. Opening in 1972 at a location on Lexington Avenue, East Side Pet is expanding after a slow start. The business recently has opened a new store. It is co-owned by Joseph Webb, Ben Broughton and Joseph Adams.

Webb, who is a senior partner in the business, says that for the most part pet shops tend to specialize in one kind or similar kinds of animals, that is all cats, dogs, fish, or birds, with the more exotic species thrown in helter skelter. But he noticed a resurgence of shops that carried a wide variety of pets in the Far West, and was encouraged to try it in New York.

The First Harlem Management Corp., a minority business assistance organization funded by OMBE, assisted the partners in obtaining cash for their expansion. First Harlem's President, Stan Smith, says that in addition to obtaining an SBA guaranteed loan of $45,000 for East Side Pet's second store "we have instituted costing systems which will preclude the necessity of double operating expenses."

Webb comments that because of the New York State law requiring dog owners to pick up after their pets, cats and birds now will undoubtedly sell better.

'Market Forces Are Best Path To Regulatory Reform': Kreps

COMMERCE SECRETARY SAYS GOVERNMENT SHOULD SET GOALS; LET INDUSTRY DECIDE HOW TO REACH THEM

Commerce Secretary Juanita M. Kreps has found a novel way out of the nation's regulatory morass: common sense application of market forces.

"Why not let the government set the goals and let industry find the course of lowest cost", she asked members of the Business Council at a recent meeting in the Homestead, at Hot Springs, Virginia.

The Secretary said that the process of regulatory review should seek mechanisms that employ market forces, where they can do the job now done by regulations.

"We may find that, through the use of fees and charges, government can induce the private sector to achieve desired social or economic objectives more rapidly, more innovatively and at less cost than through regulation," she asserted.

"All regulations were born of worthy motives, in response to real problems," she pointed out. But in the process of getting rid of some problems, we have created other difficulties. You know the inanities even better than I:

"—Today, truckers may go from Baltimore to Albany, and from Albany to Boston. But truckers are not permitted to go directly from Baltimore to Boston unless the distance savings is less than 20 percent. You heard me correctly; I said unless the savings is *less* than 20 percent. With an energy shortage staring us in the face, how much sense does that make?

"—The steel industry for years has been struggling to compete with stiff foreign competition. What have we asked them to do? We have asked them to comply with 5,600 separate regulations imposed by some 27 different governmental agencies. The cost of simply determining what compliance requires is staggering.

"—The Consumer Product Safety Commission classifies auto batteries as 'household items,' and requires manufacturers to attach a label to each battery warning the public not to drink its contents. This regulation cost consumers $5 million in 1975.

"—Dow Chemical wanted to build a $500 million petrochemical plant in California. To do this, Dow had to obtain 68 permits, approvals, and leases from more than a dozen local, regional, state, and federal agencies. After two years of delays and $4 million spent to comply with environmental regulations and government red tape, Dow had received only four permits. They decided to discontinue the project. As a result, 1,000 permanent jobs will not be created in an area which already has substantial unemployment.

"The litany of regulatory absurdities is long and continues to grow." She pointed out that in the last year alone, the Federal Register published 60,000 pages of proposed rules, final regulations and other documents.

"How have we come to this pass? I suggest there are several contributing factors:

"To begin with, Americans have had bred into us an inordinate faith in government as a problem solver.

"As a savior, government in this country has something of a record. It was government which was widely credited with bringing us back from the depths of the Great Depression. It was government which twice in this century mobilized to win world wars. It was government which, when called upon, produced the atomic bomb. And it was government which, when challenged by the Russians, put a man on the moon. It is hardly surprising that a generation raised against the backdrop of such accomplishments should accept the notion that government could do anything it put its mind to. And that is what happened," she said.

"—Second, America's historic indifference to costs must share the blame for our regulatory problems. Costs are something we have tended to ignore. The cost of any single regulatory measure may be small. But multiply it by the number of regula-

GOOD MOTIVES GONE AWRY—*Secretary Kreps cited the trucking industry as one of many where good intentions have resulted in illogical and counter-productive regulations. She suggested substituting market forces for regulations whenever possible.*

tions issued each year and there are some very significant effects. A regulation that raises the cost of living by one-tenth of one percent may not seem worth worrying about. But when thousands of regulations are issued each year, the need to more closely examine the costs and benefits of each becomes obvious. As Senator Dirksen used to say about government expenditures: 'A billion here, a billion there; it adds up. Pretty soon you're talking about real money.'

"—Third, our regulatory problems are attributable in part to the nature of the bureaucracy. Regulations are not written by Congress. Congress spells out the objectives. The agencies take care of the details."

However, circumstances are not static. The conditions which prompt Congress to write laws can change. She cited the environmental issue as a case in point. In an atmosphere of stable prices, low unemployment and plentiful energy, some types of regulation deserve high public priority. When prices and unemployment began to rise, and energy supplies grow short, public priorities change. The regulations are still important, but the tradeoffs which society is willing to accept between those rules and other concerns are altered. "The problem is that agencies charged with administration of regulations have mandates, and do not respond to changes in public values until so directed by Congress," the Secretary said.

"—Business is not altogether free of responsibility in this matter," the Secretary reminded her listeners. "Business complains of regulation when it is a nuisance, but businesses have been among this country's most ardent supporters of regulation when it has been profitable for them.

"When one raises the possibility of deregulating the trucking or airline industry, who protests? Not the consumer; not the average citizen. The protest comes from the truckers and the airlines. After protection, competition seems quite threatening to many of them.

"Business must share the blame for much of what we refer to as social regulation as well," she said. "These regulations did not spring into being in anticipation of problems. They were a reaction to problems created in part by business' failure to recognize and act upon its responsibilities to the general public."

What can be done?

But, rather than dwelling on the causes of the problem, she said the important question is what can be done about them. In this area, President Carter has made the elimination of regulations that raise prices and blunt competition without commensurate public benefits one of his major goals. "He supported airline deregulation legislation and several weeks ago overruled the CAB to allow U.S. carriers to offer flights that will be competitive with Laker Airways. The Labor Department has for months been hard at work pruning the Occupational Safety and Health Administration's regulations. There are currently under way at the Interstate Commerce Commission procedural reforms which the President endorses. Four of the independent regulatory agencies—the Environmental Protection Agency, the Occupational Safety and Health Administration, the Food and Drug Administration and the Consumer Product Safety Commission—have been meeting recently to reduce redundancies and conflicts between their regulatory processes and requirements.

"Additionally, the President has just this week circulated a proposed Executive Order designed to cope with regulatory problems in the Executive Branch."

Three requirements

The order, in its present form, does basically three things.

—It requires executive agencies to publish twice a year notice of the areas in which they are considering new regulation.

—It does away with the economic impact statement program—which has proved ineffective—and replaces it with a requirement that executive agencies precede regulatory proposals with analyses that describe (a) why action is warranted, (b) what the alternative solutions are, and (c) why the alternative selected is best.

—It requires periodic review of existing regulations.

"Why will this approach work any better than the last Administration's economic impact statement program?", she asked.

"One reason is that the new proposal would require analysis and justification prior to promulgation of regulations rather than after the fact. This will ensure that the analysis is actually done, which often was not the case in the past."

But whatever measure of relief may result from the President's proposal, Secretary Kreps admits that it clearly addresses only a part of our overall regulatory problem.

"Many regulations do not come out of the Executive Branch. They come from the independent agencies, which are creations of Congress and beholden largely to Congress. The Executive can urge them to adopt procedures similar to those outlined in the President's order—and we will do so. But that is the extent of the power we currently have.

"This means that many of business's regulatory problems will have to be solved in the same forum in which they were created, in Congress." She suggested several approaches:

One would be "Sunset" legislation, under which all regulations automatically cease to exist after a specified number of years, unless their continuation is specifically authorized by Congress after carefully assessing costs and benefits. This is an approach which Congress is now examining. The Administration supports this in principle, and is anxious to work with the business community and Congressional leaders on the details.

A second approach would feature legislation requiring independent regulatory agencies, prior to issuing regulations, to perform the sort of analysis required by the President's Executive Order.

Whatever changes are introduced, she said, "ought to encourage flexibility in our regulatory system. It is often a mistake to mandate the method or technology to be used to attain a specific objective. The performance standard is far preferable.

"The Administration is willing to work with you," she told the group. "To succeed, it will be necessary to convince the public that the regulatory issue is not one that pits one interest against another, but an honest search for the most direct route to the general interest."

If the regulated industries can demonstrate to the people that they are sincerely concerned with solving the problems that regulation was created to cope with, Secretary Kreps said the American people will be more inclined to accept the suggested reform.

Kreps Unveils Six-Point Plan To Support Social Responsibility By Business

Secretary of Commerce Juanita M. Kreps has announced that the Department intends to develop and publish a Social Performance Index that will give business a way of appraising the social effects of its operations.

Addressing the Chief Executive Officers Conference at Duke University, Secretary Kreps said development of the index is one of six initiatives the Commerce Department is taking "to enhance business leadership in corporate social performance."

Elaborating on the index, Mrs. Kreps said that businesses could use it to provide data on their activities in environmental controls, affirmative action, minority purchasing, resolution of consumer complaints, and product testing.

"The Commerce Department will then compile the data and publish it in order to make it widely available to the public and the press," she continued. "By assisting businesses in evaluating their own performance, we can help to ensure that corporations get credit for the constructive things they are doing.

"This index would also allow those companies which are leaders in promoting the public interest to bring about an improve-

ment in the behavior of less progressive firms," she pointed out. "For the latter companies not to join the former is, I fear, to continue to invite governmental regulation of both."

The Commerce Secretary said, "Each of us is familiar with the results of recent polls showing that the reputations of the Federal Government, business—even educators—are badly tarnished."

Arguing that a broadening of corporate objectives is likely to improve rather than lower profits, the Secretary added that there is good evidence that disregard for social performance "translates, sooner or later, into significant dollar costs. To the extent that corporate activities consistently reflect a sensitivity to the legitimate interests of these groups, public perception of the corporation will be improved," she maintained.

Other Departmental initiatives, she added, include conducting a series of regional conferences in early 1978 on management models that have successfully incorporated social issues into the mainstream of corporate decisionmaking; ongoing regional seminars on "Pollution Prevention Pays," co-sponsored with the Environmental Protection Agency, to demonstrate the cost-effectiveness of pollution control; and appointment of a Secretarial Task Force to deal with corporate social performance on a continuing basis.

Another element of the program will feature the establishment of a commission to examine ways of involving business in alleviating the deeply rooted problem of structural unemployment.

Mrs. Kreps told her audience that "you can expect announcements of other initiatives in the coming months, because there is much the Department can do in this area." She said there is great potential for consumer and workplace initiatives, corporate governance, the recognition of firms with outstanding performance, institutional investments, and corporate codes of ethics.

She noted that a number of studies and surveys have shown that the single most important factor in a company's social performance is the attitude of the chief executive officer.

"Although managers throughout the company influence corporate behavior, the chief executive's actions speak loudest. If they ask about the social impact of company actions, so will their subordinates. If they promote capable minority and women executives, so will their subordinates. If they try to anticipate rather than react to social issues, so will their subordinates. If they build social goals into the firm's management system, their subordinates will respond to them.

"If they do not do these things, it is unlikely that anyone in their company will."

KEY BUSINESS INDICATORS

QUARTERLY SERIES

Indicators	I Qr77	II Qr77	III Qr 77	Percent Change From Year Ago
GROSS NATIONAL PRODUCT (bil.$) annual rate	1,810.8	1,869.9	1911.3	10.7
REAL GNP (% change) annual rate	7.5	6.2	3.8	4.6
CORPORATE PROFITS [1] (bil.$) annual rate	125.4	140.2	—	8.5
OUTPUT PER HOUR, NONFARM BUSINESS SECTOR [2] (% change) annual rate	5.0	0.4	—	1.6
UNIT LABOR COST [2] (% change) annual rate	5.3	7.7	—	6.9
PERSONAL INCOME (bil.$) annual rate	1,476.8	1,517.2	1548.3	11.1
REAL DISPOSABLE PERSONAL INCOME (% change) annual rate	3.1	7.3	2.9	4.5

MONTHLY SERIES

Indicators	July	August	September	Percent Change From Year Ago
RETAIL SALES (bil.$)	58.9	59.7	59.0	9.1
CONSUMER PRICE INDEX [3] (% change)	0.4	0.3	—	6.6
WHOLESALE PRICE INDEX [3] (% change)				
Finished goods	0.0	0.1	0.4	6.5
Consumer	−0.1	−0.1	0.3	6.4
Producer	0.4	0.4	0.5	6.7
Farm products, processed foods and feeds	−2.1	−2.1	−0.4	0.5
Industrial commodities	0.5	0.5	0.8	7.0
Crude materials	0	1.9	0.3	12.2
NEW FACTORY ORDERS (bil.$)	108.6	111.1	—	13.8
Durable goods (bil.$)	56.0	58.4	—	15.9
FACTORY SHIPMENTS (bil.$)	109.2	111.0	—	12.0
BUSINESS INVENTORIES (bil.$)	317.2	319.8	—	9.0
INDUSTRIAL PRODUCTION [2] (1967 = 100)	138.8	138.2	138.8	6.3
HOUSING STARTS annual rate (mil. units)	2.08	2.03	2.04	15.4
CIVILIAN LABOR FORCE [3]				
Total (thousands)	97,305	97,697	97,868	2.8
Employed	90,561	90,771	91,095	3.8
Unemployed	6,744	6,926	6,773	−9.1
Unemployment rate (%)	6.9	7.1	6.9	*
EXPORTS (mil.$)	10,150	9,563	—	−1.8
IMPORTS				
F.A.S. transaction value	12,476	12,232	—	16.8
C.I.F. value	13,330	13,051	—	16.0

ALL DATA SEASONALLY ADJUSTED.
Original data from the Bureau of Economic Analysis and the Bureau of the Census except as noted.
[1] **Including inventory valuation and capital consumption adjustments.**
[2] **Federal Reserve Board.**
[3] **Bureau of Labor Statistics.**
* **Unemployment rate in September 1976 was 7.8 percent.**

As of Oct. 19, 1977

Data From 1980 Census May Be Specially Drawn To Neighborhood Needs

Statistics from the 1980 census may be made available at the neighborhood level if a program proposed by Commerce's Bureau of the Census is adopted.

During recent years, a number of municipalities have established legally-recognized areas which subdivide the municipality into sections. In these areas, the residents elect one or more officials whose job is to advise or assist the municipality in carrying out its functions in their particular area.

The census program has been developed in recognition of the fact that officials and residents of these neighborhoods will need basic demographic, social, and economic data to operate effectively.

Participation in the program would be at local initiative. To insure the maximum usefulness of the data, neighborhood officials would be invited to make recommendations before the content of the tabulations and tables is determined.

A standard set of the statistical tables would be provided free to the requesting agency, including text defining the terminology and limitations of the data. In addition, the Bureau would prepare guides on the use of these data, with sample case studies illustrating various ways to apply the information to neighborhood problems.

If adopted, the program will be publicized in a number of ways. The Bureau would write to the officials of municipalities known to have legally recognized neighborhoods, informing them of the program. Concerned national organizations also would be advised, and the Bureau would circulate letters to officials in each incorporated place of 2,500 or more population asking if they wish to take part.

The Census Bureau is very interested in obtaining public reaction to the proposed program. Comments or questions should be sent to the Director, Bureau of the Census, Washington, D.C. 20233.

Comments Sought Regarding Proposed Software Guideline

Focusing on computer software quality control and cost problems, a new National Bureau of Standards special publication is being circulated for comment by interested software professionals.

Special Publication 500-11, titled *Computer Software Management: A Primer for Project Management and Quality Control*, has been published as the predecessor of a government-wide guideline to be issued under the NBS Federal Information Processing Standards program.

A limited number of copies is available to individuals from the Computer Science Section, Technology A367, NBS, Washington, D.C. 20234.

Historical Summary, *1972-73 to* Federal *1975-76*

Item	(millions of $)			
	1975-76	1974-75	1973-74	1972-73
REVENUE				
Total	**324,858**	**r303,745**	**r289,013**	**r254,160**
General Rev.	239,044	r222,984	r217,778	r193,461
Inter-Governmental Rev.	1,331	1,244	494	–
Gen. Rev. From Own Sources	237,713	r221,740	r217,284	r193,461
Taxes	201,414	r189,970	r184,112	r165,030
Individual Income	131,603	122,386	118,952	103,246
Corporation Income	41,409	40,621	38,620	36,153
Sales, Gross Rec. & Customs	21,718	21,090	20,534	19,722
Customs Duties	4,496	4,289	3,450	3,188
Motor Fuel	4,636	4,475	4,609	4,402
Alcoholic Bev.	5,413	5,331	5,339	5,129
Tobacco Prod.	2,488	2,315	2,437	2,277
Other	4,685	4,680	4,699	4,726
Other Taxes	6,684	r5,873	r6,006	r5,909
Death and Gift	5,216	4,611	5,035	4,917
All Other	1,468	r1,262	r971	r992
Charges & Misc. General Rev.	36,299	r31,770	r33,172	r28,431
Current Charges	22,532	r19,568	r18,343	r16,808
National Defense & Int'l. Relations	6,008	4,559	4,585	3,406
Postal Service	10,656	9,552	8,559	7,949
Natural Resources	3,211	r3,013	3,105	3,262
Sales of Agr. Prod.	330	450	728	1,160
Other Curr. Charges	2,657	2,444	2,094	2,191
Sale of Property	696	793	701	620
Interest Earnings	3,780	2,525	1,957	1,851
Other	9,291	8,884	12,171	9,152
Insurance Trust Rev.	85,814	80,546	70,633	60,236
Employee Retirement	2,756	2,508	2,299	2,144
Unemployment Comp.	404	109	111	113
Old Age, Survivors, Disability & Health	80,320	75,617	66,059	56,070
Veterans' Life Insurance	678	687	656	659
Railroad Retirement	1,656	1,625	1,508	1,250
INDEBTEDNESS				
Gross Debt Outstanding at End of Fiscal Year	631,283	544,129	486,235	468,418
Public Debt	620,432	533,188	474,235	457,317
Federal Agency Debt	10,851	10,941	12,000	11,101
Held by Federal Govt.	151,566	147,225	140,194	125,381
Other Debt Outstanding	479,717	396,904	346,041	343,037

— Represents zero or rounds to zero.
r Revised.

NATION'S GOVERNMENTAL EXPENDITURES CONTINUE TO OUTGROW REVENUES

The nation's government—federal, state and local—spent more than $53 billion than they took in during fiscal 1975-76. Total governmental revenue from all sources increased 10.7 percent to $572.6 billion, but their expenditures went up 12.3 percent to a total of $626.1 billion.

Tax revenues for all jurisdictions jumped by $26.8 billion to a total of $358.2 billion for the year. Commerce's Bureau of the Census reports that about 56 percent of the tax total went to the federal government, while states got 25 percent and local governments 19 percent.

In addition to the taxes they collected, governments received revenue from the following other sources for fiscal 1975-76: $80 billion from charges and miscellaneous general revenue (such as interest earnings, receipts from sales of property, and charges for school tuition and hospital and federal postal services); $12.6 billion from

Federal Finances

1975-76

Item	(millions of $)			
	1975-76	1974-75	1973-74	1972-73
EXPENDITURE				
Total	**391,085**	**r341,517**	**295,488**	**272,709**
Total General Expenditure	289,652	253,492	221,413	208,457
Inter-Governmental Expen.	69,057	49,628	42,854	41,268
Public Welfare	17,225	14,352	12,837	12,097
Education	9,254	8,959	7,496	6,791
Gen. Revenue Sharing	6,238	6,130	6,106	6,636
Highways	6,243	4,754	4,555	4,807
Social Insurance Admin.	1,228	998	822	804
Other	[1]28,869	14,435	11,038	10,133
Direct Expenditure	322,028	r291,889	252,634	231,441
General	220,595	r203,864	178,559	167,189
National Defense and Int'l. Relations	100,414	95,760	87,045	83,004
Postal Service	13,748	12,678	11,235	9,572
Space Research and Tech.	3,691	3,314	3,289	3,270
Education	9,039	7,153	5,820	5,176
Highways	294	312	243	271
Public Welfare	13,694	12,212	6,286	3,385
Hospitals	3,222	2,955	2,770	2,550
Health	3,662	3,041	2,953	2,274
Police Protection	1,204	1,095	988	1,023
Natural Resources	12,296	11,961	12,096	13,432
Farm Price Stabilization	1,339	2,447	4,079	5,970
Housing and Urban Renewal	2,284	2,392	2,416	3,765
Air Transport	1,858	1,718	1,622	1,729
Water Transport, Terminals	1,381	1,337	1,234	1,155
Correction	220	203	182	140
Social Insurance Admin.	1,892	1,732	1,422	1,243
Financial Admin.	2,614	2,402	1,623	1,803
General Control	1,066	878	825	741
Interest on Public Debt	29,306	r25,005	22,450	18,332
Other and Unallocable Direct General Expen.	18,710	17,716	14,060	14,324
Veterans' Services n.e.c.	9,289	8,598	7,523	7,353
Insurance Trust Expenditure	101,433	88,025	74,075	64,252
Employee Retirement	8,352	7,127	5,709	4,555
Unemployment Compensation	218	67	50	73
Old Age, Survivors, Disability and Health	88,300	76,587	64,688	56,371
Veterans' Life Ins.	1,115	1,192	979	834
Railroad Retirement	3,448	3,052	2,649	2,419

[1] Includes $10,633 million federal aid to state unemployment compensation insurance trusts for federal employees, ex-servicemen and temporary extended benefits.

utilities; $2.6 billion from liquor stores, and $119.2 billion from insurance trusts.

The Federal General Revenue Sharing program was an important source of state and local revenue, providing $2.1 billion to the states and $4.1 billion to local governments.

A breakdown of expenditures shows that about $335 billion was spent for current operation; $71.6 billion for capital outlays; $47.7 billion for assistance and subsidies; $41 billion for interest on debt; and $130.4 billion for insurance.

The Census report also includes data on governmental expenditure by character and object; expenditure by sector and by function; cash and security holdings; data by states; governmental indebtedness; and per capita statistics.

Copies of *Government Finances in 1975-76*, GF76, No. 5 are available for $1.35 from the Subscriber Services Section (Publications), Bureau of the Census, Washington, D.C. 20233 or from Commerce District Offices.

Defense Contractors' Paperwork Burden Eased

Commerce has reduced the paperwork burden for defense contractors by revising its regulations relating to small-order purchases under the Defense Priorities System and the Defense Materials System.

The new rules exempt those holding priority-rated contracts from notifying vendors in advance for purchases up to $2,500. The Defense Priority System and the Defense Materials System require holders of priority-rated contracts and delivery orders to give vendors written notice when purchasing materials to fill the contract or order. Previously, only orders under $500 were exempt from the requirement.

The change is designed to reflect the current dollar level accepted by industry in using small-order procurement methods. The $500 threshold is no longer appropriate for most small orders, and its imposition resulted in unnecessary paper work and increased cost.

Raising the exemption to $2,500 will reduce the burden of priorities and allocations regulations on industry, and will permit broader use of such small-order procurement methods as telephone orders and petty cash expenditures without written notice of priority ratings.

The change in the exemption was effected by six amendments to the regulations and orders of the Defense Priorities System and the Defense Materials System.

The amendments were published in the *Federal Register* of September 30. A limited number of copies of the amendments are available from the Office of Industrial Mobilization, Room 4110, U.S. Department of Commerce, Washington, D.C. 20230. Additional copies will be available from Commerce district offices or the Publications Sales Branch, Room 1617, U.S. Department of Commerce, Washington, D.C. 20230.

California To Probe Impact Of Offshore Energy Activity

Commerce's National Oceanic and Atmospheric Administration has granted California $211,991 to study the impact of offshore oil development on its coastline.

The Coastal Energy Impact Program will help the state seek methods for managing the onshore impact of energy activities off its coast and to alleviate any effects which are harmful.

The Coastal Energy Impact Program was created to give states and communities financial assistance in their planning for, and response to the effects of energy development within the coastal zone, such as outer continental shelf drilling, transportation or processing of liquefied natural gas, and transportation or storage of coal, oil, or natural gas.

Cheap, Healthful And Tasty, Scorned Fish May Soon Grace American Tables

Two pounds of minced fish tissue mixed with 11 ounces of dry milk, liquid artificial smoke and miscellaneous spices, baked in a hot oven for 45 to 50 minutes. . . .

While this curious concoction for fish luncheon loaf may not sound as exotic as Lobster Newberg, it does have a special meaning to nutrition experts, budget-minded consumers and fishermen.

What do these three groups have in common? According to seafood researchers, fish luncheon loaf is just one of the many ways in which presently "underutilized" fish species could be used to provide a low cost, low fat, high protein food product.

The fish-based "luncheon loaf" was developed by North Carolina researchers sponsored by Commerce's Sea Grant program. Working on more than 700 projects through 125 colleges and universities, the Sea Grant program seeks to foster rational use of marine resources through education and research. It provides services to the marine industry much akin to those furnished to the farm community by the Department of Agriculture.

Representatives from virtually every segment of the seafood industry are beginning to perk up their ears at the word underutilized.

Although figures vary, one estimate concludes that along the north central Gulf coast (including Alabama, Mississippi, and Louisiana), nearly 19 pounds of finfish are thrown overboard for every pound of shrimp caught. That means that approximately 750 million pounds of fish are discarded annually.

Must these fish be wasted? Sea Grant marine advisory agent Skipper Crow doesn't think so. He views discarded fish as a resource that could be converted into dollars. "I am absolutely convinced," Crow stresses, "that there is no fish today that you can't sell."

Though perfectly edible (in fact, pronounced delicious by some), croaker, spot and mullet have never been in high demand because few consumers are aware of their food potential and high protein value.

According to Crow, an intensive educational and promotional effort could create a significant demand for these species by exposing previously untried markets to the products. He suggests that once a market is created for one species, people will be more inclined to try others.

Marketing specialists are currently exploring market possibilities in 18 major Midwestern cities. Preliminary indications suggest the potential is good, but the real marketing success will depend upon whether or not fishermen are willing to gear up for the new product.

Consumer attraction is the key to selling any product. For more than three years researchers in the North Carolina State University Food Science Department, with Sea Grant support, have been attempting to perfect an appealing product composed primarily of minced fish tissue.

One of the primary difficulties involved in producing a consistent seafood product is texture, which in some fish is fairly soft and mushy. Sanitation and rapid chilling aboard ship play a major role in determining whether or not the tissue will have the desired texture.

After countless tests, the researchers believe they may have found the key. The luncheon loaf looks and tastes much like bologna. But it contains nearly 50 percent more protein and less than a third of the calories in an equivalent portion of bologna.

The successful marketing of such seafood products as luncheon loaf may represent an important breakthrough for the budget-conscious consumer. With croaker selling at dockside for approximately 10¢ per pound, products made with croaker could provide a highly nutritious, economic addition to the consumer's diet.

Perhaps the greatest potential in the underutilized fish market lies overseas, where many of the species—such as squid, eel, skate and dogfish—are already popular. According to Roger Anderson, executive director of the Gulf and South Atlantic Fisheries Development Foundation, "Export markets will play a very, very important role in the development of these 'underutilized' species." In light of the recent U.S. extended fisheries jurisdiction out to a 200-mile limit, the significance of these markets will increase as new species of fish are exploited.

Grant To YWCA To Spur Public Works Jobs For Women

A public campaign to help women share in job opportunities created by the $4 billion Local Public Works Program will be conducted by the National Board of the Young Women's Christian Association of the USA (YWCA) with a $30,000 grant from Commerce's Economic Development Administration.

The YWCA will use the grant for an intensive campaign to inform women of the jobs available in the construction of public works facilities in local communities. It will conduct seminars, establish display facilities and distribute literature about the program as a means of encouraging women to apply for jobs.

The goal of the Local Public Works Program is to help create jobs for construction workers in areas of high unemployment. Grants were made according to the rate and number of unemployed workers in communities. EDA approved more than 8,500 grants to communities in all 50 states, Puerto Rico, the Virgin Islands, Guam, American Samoa and the Trust Territory of the Pacific.

In requesting the grant, the YWCA said women have failed historically to share in blue-collar jobs and the skilled trades.

The program will establish an information network providing data on grants made to local communities, types of jobs that will be needed for the projects, and required job skills.

Association officials anticipate that a minimum of 40 community and student YWCAs will participate directly in the information campaign, and that another 280 local chapters will assist in acquiring necessary support material.

The National Board will provide $11,429 to complete the $41,429 total cost of conducting the program through January 31.

Stirling: An Engine Whose Time May Have Come . . . Finally

First developed in the Nineteenth Century, the Stirling engine may finally be ready for commercial use in automobiles before another decade passes.

Ford Motor Company and the U.S. Energy Department are jointly financing an eight-year $160 million research program to see if the more energy-efficient Stirling can be adapted to automobile use.

The program will be jointly reviewed annually and funded on a year to year basis. The first major decision on whether to continue the program will occur after the first year of the contract following the detailed evaluation of the engine's potential to meet the desired fuel economy improvements and low emission and noise levels.

The Stirling-powered automobile is expected to be at least 30 percent more fuel efficient than current comparably sized vehicles, with similar road performance.

The Stirling engine differs from the conventional internal combustion engine by being powered by heat from an external source. The external burner, which can use a variety of fuels, heats hydrogen gas contained within the engine. The expansion of this heated gas, and its contraction with cooling, move the pistons back and forth to generate power.

If the first year's evaluation is positive, the development program will continue and a second generation engine will be built for reliability and durability testing and for testing of new components.

Third and fourth-generation experimental engines will incorporate new components and will be used for cost-reduction studies, further durability development and manufacturing feasibility investigations.

INDUSTRY'S VOLUNTARY ENERGY CONSERVATION PAYS 8.2% DIVIDEND

U.S. industry continues to get its energy house in order.

The results of the nation's efforts to improve its industrial energy efficiency are highlighted in the latest report on energy conservation issued jointly by Commerce's Office of Energy Programs and the Federal Energy Administration.

The report, "Voluntary Industrial Energy Conservation Progress Report 5," reveals an overall 8.2 percent improvement in energy savings per unit output for 1976 over 1972 by fifty industry groups representing more than 3,000 firms.

These firms are reducing energy demand through conservation, which has been characterized by President Carter as the "quickest, cheapest, most practical source of energy available to the United States."

Basic information presented in each industry report includes a graphic display of energy use patterns, comprehensive energy efficiency table, highlights of recent energy trends, energy use and current background information.

The energy efficiency improvement of the reporting industries as of December 31, 1976 was:

Industry Group	% Gain In Energy Efficiency*
Aerospace	22.2
Air conditioning and refrigeration	17.6
Aluminum	7.6
Bakers	11.3
Boiler manufacturers	8.7
Die casting **	16.1
Feed manufacturers	7.9
Foundries	24.9
Iron and steel	2.8
Meat and meat packers	15.8
Mining	(1.5)
Paper	9.3
Petroleum	12.2
Textiles	11.6
Biscuit and cracker	8.8
Brick	17.1
Building owners and managers ***	28.5
Canmakers	2.9
Business equipment	27.0
Construction equipment	9.1
Copper and brass	(0.1)
Corn refiners	10.2
Expanded shale clay and slate	15.1
Farm	17.7
Ferroalloys	(3.8)
Fertilizer—Fertilizer products	9.4
—Non-fertilizer products	14.6
Aviation	23.3
Flat glass	19.9
Glass packaging	6.5
Pressed and blown glass	14.4
Groceries	8.4
Gypsum	10.8
Chemists	9.9
Automobiles	10.8
Canners	9.3
Clay pipe	6.2
Lime	3.3
Soft drinks	4.4
Portland cement	6.1
Refractories	9.4
Rubber	4.6
Tile	18.5
Beet sugar	(3.3)
Cane sugar	(3.8)
Brewers:—Malt beverage industry	25.1
—Malt industry	11.6

* The decline in the number of BTUs required to produce a given unit of output 1976 vs. 1972.
** 1974-76 base period.
*** 1973-76 base period.
Note: ( ) indicates a negative result.

Probers Seek To Measure Impact Of Clouds, Aerosols On Sunlight Gathering Devices

Researchers from Commerce's National Oceanic and Atmospheric Administration NOAA) are measuring the effects of clouds and airborne dust on sunlight, to improve the accuracy of solar radiation data used in designing systems to harness the sun's rays.

Scientists from NOAA's Environmental Research Laboratories will take mobile laboratories to four western locations this year in an effort to measure clouds and aerosols and relate those measurements to the amount of sunlight reaching the ground. They will focus on Colstrip, Mont., Boulder and South Park, Colo.; and Point Mugu, the Navy's Pacific Missile Test Center in California.

The sites were selected to represent a wide variety of geographical areas and climate types within the United States. Next year, the scientists plan to study additional sites, including two in the eastern United States.

Clouds, water vapor, ozone, carbon dioxide, and aerosols (airborne particles) are known to block out or scatter some sunlight passing through the atmosphere. But there have been few systematic measurements that relate clouds and aerosols to incoming solar radiation. Furthermore, available measurements of solar radiation are too sparse to satisfy fully the needs of solar engineers.

The goal of the NOAA scientists is a computer model with which the amount of sunlight reaching a given site could be calculated from weather data. Such a model would also enable solar engineers to predict the effects of increases in pollution, or a change in climate at a proposed solar powerplant site.

The researchers will measure solar radiation and certain optical effects of clouds and aerosols, as well as other atmospheric constituents that affect sunlight—such as water vapor and ozone—to separate their effects from those of clouds and aerosols.

While long-term measurements of solar radiation have been made at about 100 sites in the United States, almost all were of the total amount of radiation from all parts of the sky. What solar engineers often need, however, is information on the radiation from specific directions.

U.S. Sets Fee Schedule For Foreign Fishermen

A schedule of fees for 1978 to be paid by foreign vessels and nations fishing within 200 nautical miles of U.S. coasts has been set by Commerce's National Oceanic and Atmospheric Administration (NOAA).

The only change from the 1977 schedule is the use of updated fish prices as the basis for calculating the poundage fee for 1978, computed on the basis of 1976 average dockside prices.

Permit fees will be $1 per gross registered ton for each foreign fishing vessel; 50 cents per gross registered ton, not to exceed $2,500 per vessel, for ships that only process fish; and $200 per vessel for support vessels that neither catch nor process fish. Additionally, each foreign nation with fishing vessels in the zone will be charged a poundage fee of 3.5 percent of the total dockside value of fish allocated to the nation.

The average dockside value per metric ton follows for each species: butterfish, $622; Pacific cod, $282; tanner crab, $441; Pacific flounders, $387; Pacific hake, $32; red hake, $185; silver hake, $184; Atlantic herring, $87; Pacific herring, $100; river herring, $96; Atlantic mackerel, $259; Atka mackerel, $138; jack mackerel, $110; other Atlantic finfish, $334; rockfish, $298; sablefish, $399; Pacific ocean perch, $280; seamount groundfish, $172; other Pacific groundfish, $48; Alaska pollock, $84; snails (meats), $600; Atlantic squid, $414; and Pacific squid, $55.

In another action, the NOAA's National Marine Fisheries Service (NMFS) announced that an embargo on import of yellowfin tuna not caught in compliance with U.S. marine mammal regulations is now scheduled for Jan. 1. It was previously due to go into effect Oct. 1.

The three-month extension will give foreign countries additional time to conform to U.S. regulations and standards and insure a continuous supply of tuna and tuna products for the U.S. consumer. The extension will also assist the Inter-American Tropical Tuna Commission in establishing and implementing its tuna-porpoise research and observer program.

Great Lakes Shipping, Ports Due For Study

Great Lakes shipping is in for some serious study.

Commerce's Maritime Administration has awarded contracts totaling nearly $400,000 for two related studies of Great Lakes regional port planning and shipping.

One award of $150,000 went to Frederic R. Harris, Inc., of Lake Success, N.Y., as the first increment of a two-part port planning and cargo demand study in the eight Great Lakes states: Illinois, Indiana, Michigan, Minnesota, New York, Ohio, Pennsylvania, and Wisconsin.

In addition to assessing cargo demand and transportation supply factors, the 18-month study will develop port marketing strategies for the Great Lakes system, plus the elements of an ongoing data system which will assist marketing and planning activities throughout the region.

A related award of $249,000 went to Simat, Helliesen, and Eichner, Inc., of Boston, for a traffic and competition assessment of the movement of goods to and from the region via ports on the Great Lakes or competing ports on other U.S. coasts.

This 12-month study is designed to provide a basic analysis of inter-modal traffic which will be used in the second part of the study to be made by Harris. The traffic analysis will cover competitive cargo movements in three modes—water, highway, and rail—and by all classes, including containerized, breakbulk (general), and bulk cargoes.

New Carburetor Could Give 20% Fuel Savings

A carburetor offering significant potential fuel savings will be built for the government under a contract between the Energy Department and the Micro Carburetor Corporation of Buffalo, N.Y.

If successful, the micro carburetor, invented by John and Albert Csonka, could reduce fuel consumption in standard size automobiles by up to 20 percent.

Under the 15-month contract, the Csonka brothers will build a working micro carburetor sized to fit a standard 350 cubic inch V-8 engine.

Federal funding for the project was recommended to ERDA by Commerce's National Bureau of Standards, through its Office of Energy Related Inventions. The Csonkas' invention was evaluated under a program initiated to assist small inventors in obtaining federal funding.

The Micro Carburetor achieves its improved fuel efficiency by more efficiently vaporizing fuel and by precisely matching fuel-air mixtures to engine demands at varying speeds and loads. Pollutants are reduced by the more efficient burning.

Calendar Of Business Events

Oct. 26-Nov. 5—Washington—A recurring series of short courses for engineers and managers, covering Distribution/Warehousing, Administration of safety functions, and Applied Statistical Theory. Contact: Continuing Engineering Education, George Washington U., 202-676-6106.

Oct. 30-31—Dallas—Fall Market Days Show, Dallas Market Center. Contact: Dallas Mkt. Ctr., 2100 Stemmons Freeway, Dallas, Tex. 75207 (214-748-6832).

Oct. 31-Nov. 3—Detroit—Computer-Aided Design & Mfg. Conference & Exhibits, Cobo Hall. Contact: Society of Manufacturing Engineers, P.O. Box 930, Dearborn, Mich. 48128 (313-271-1500, ext. 403).

Nov. 1-3 — Atlanta — 1st Southern Plant Engineering & Maintenance Conference/ 6th Int'l Pollution Engineering Congress, Georgia World Congress Ctr. Contact: Clapp & Poliak, Inc., 245 Park Ave., New York 10017.

Nov. 1-3—Detroit—Autofact I—The Automatic, Integrated Factory, Cobo Hall. Contact: SME, see address above.

Nov. 1-3—Chicago—Building & Construction Exposition and Conference, McCormick Place. Contact: Russell Flagg, BCEC, 331 Madison Ave., New York 10017 (212-682-4802).

Nov. 1-3—Gaithersburg, Md.—Mechanical Failures Group Symposium, National Bureau of Standards. Contact: H. C. Burnett, B264 Materials Bldg., NBS, Washington, D.C. 20234 (301-921-2813).

Nov. 2 — Bellingham, Wash. — Pacific Coasts Symposium, Washington Plaza Hotel. Contact: M. L. Schwartz, Dept. of Geology, Western Washington State College, Bellingham, Wash. 98225.

Nov. 2—New York—The Role of Service Industries, Key Issue Lecture, N.Y.U. Contact: 212-598-2234.

Nov. 2-4—Chicago—Blow Molded Containers, Watertower Hyatt Hotel. Sponsor: N.Y.U. Contact: Heidi Kaplan, Dept. 14NR, N.Y. Management Ctr., 360 Lexington Ave., New York 10017 (212-953-7262).

Nov. 2-4—New York—Designing Plastics Products, Barbizon Plaza Hotel. Sponsor: N.Y.U. Contact: Heidi Kaplan, see address above.

Nov. 2-4—Philadelphia—Managing Innovation, Drexel U. Contact: Office of Continuing Professional Education, Drexel U., 32nd & Chestnut Sts., Philadelphia, Pa. 19104 (215-895-2154).

Nov. 2-5 — Bellingham, Wash. — Energy Across the Coastal Zone, Washington Plaza Hotel. Contact: M. L. Schwartz, see address above.

Nov. 6-8—Washington—The Role of Utility Companies In Solar Energy, L'Enfant Plaza Hotel. Sponsors: Institute of Gas Technology & Gorham International, Inc. Contact: Wendell Waterman, IGT, 3424 S. State St., Chicago, Ill. 60616 (312-567-3880).

Nov. 7-8—San Diego—Metric Management Workshop, Town & Country Hotel. Contact: American National Metric Council, 1625 Mass. Ave. NW., Washington, D.C. 20036 (202-232-4545).

Nov. 7-8 — Washington — Environmental Impact Statement Process Under NEPA, Shoreham Americana Hotel. Contact: Environmental Law Institute, 1346 Connecticut Ave. NW., Suite 620, Washington, D.C. 20036 (202-452-9600).

Nov. 7-9—Chicago—3rd Annual Internal Auditing State of the Art Conference, Pick Congress Hotel. Contact: Gerry Martinson, Institute of Internal Auditors, 249 Maitland Ave., Altamonte Springs, Fla. (305-830-7600).

Nov. 7-11—Chicago—Living With Your Collective Bargaining Agreement, Institute for Gas Technology. Contact: Kathy Fisher, IGT, see address above.

Nov. 7-11—College Station, Tex.—Fifth Dredging Shortcourse, Texas A & M. Contact: John Herbich, Dept. of Civil Engineering, Texas A & M, College Station, Tex. 77843 (713-845-4515).

Nov. 8-9—Washington—1st International Energy Conference & Exhibit, Shoreham Americana Hotel. Contact: Energy Magazine, P.O. Box 2070C, Stamford, Conn. 06906 (203-325-2208).

Nov. 8-10—Cleveland—Technology of Cold Heading Clinic, Marriott Inn. Contact: John Skrzynski, SME, see address above.

Nov. 9-10—Atlanta—Marketing Chemical Coatings for Profit Seminar, Atlanta Hilton. Contact: Georgene Savickas, National Paint & Coatings Assn., 1500 Rhode Island Ave., NW., Washington, D.C. 20005 (202-462-6272).

Nov. 9-11—New York—Career Workshop for Executive Secretaries & Administrative Assistants, American Management Assns. Headquarters. Contact: AMA, 135 West 50th St., New York 10020 (212-586-8100).

Nov. 10-11 — Washington — Environmental Law Course, Capital Hilton. Contact: Nancy McNerney, Government Institutes, Inc., 4733 Bethesda Ave., NW., Washington, D.C. 20014 (301-656-1090).

Nov. 10-12—Hartford, Conn.—Eastern Regional Office Machine Dealers Assn. 1977 Convention, Civic Center. Contact: Joe Doblmeier, Convention Mgt. Assoc., P.O. Box 32, Carle Place, N.Y. (516-997-7513).

Change In Classifications For Exports Is Major Step

NEW SCHEDULE B PRODUCT IDENTIFICATIONS WILL PROVIDE BETTER VIEW OF TRADE FLOWS

A change in reporting requirements that is just ahead for U.S. exporters is regarded as highly significant for both business and government by foreign trade officials, who have scheduled conferences this fall across the nation to explain it.

The revision directly affects the identification of products being exported from the United States and thus is of immediate concern to exporters and those who assist in transporting their shipments. It is also of interest to foreign trade statisticians, analysts and marketers, since it is a major step on the way to better comparability of U.S. export, import and production figures.

The change involves a commodity classification system known as Schedule B, "Statistical Classification of Domestic and Foreign Commodities Exported from the United States," under which items for export are assigned 7-digit numbers, (e.g., 725.0200 for pianos, 374.0010 for pantyhose) that are used on required Shipper's Export Declaration forms.

An entirely new Schedule B system will go into effect Jan. 1. The operating manual is available now, with the exception of an index section on chemicals that is still being completed and will be mailed as a separate supplement.

The exercise in statistical comparability which brought about the new Schedule B is the result of a directive in the Trade Act of 1974. Governmental and business leaders have long been interested in harmonizing data on exports, imports and domestic production, and also in aligning U.S. statistics in these fields with those used elsewhere in the world. Compatible classification of commodities is an important part of this process.

Teams of specialists from various agencies—the Census Bureau in Commerce, the Customs Service in Treasury, and the International Trade Commission—have been at work for the past two years on the revised classifications. They have sought the advice of industry, trade associations, shippers, exporters and freight forwarders, and have sent proposed classification lists to these groups for comments and refinement.

The new Schedule B that has emerged from this joint effort is based on the Tariff Schedules of the United States Annotated (TSUSA—the import schedule). There are differences in detail, however, and exporters are being advised that the TSUSA manual is not suitable for determining exact export classification numbers.

The Schedule B manual provides instructions on locating correct commodity numbers, concordances of 1977-to-1978 numbers and 1978-to-1977 numbers, an alphabetical index of products and numbers, general interpretative rules and definitions, assistance with questions of double units of quantity, shipping containers and commodities donated for charitable purposes, instructions on reporting the value of repairs and alterations, and advice on handling of items valued at $250 or less.

The new Schedule B manual is priced at $13, which includes subsequent revisions. In addition, this price includes a much more detailed chemical portion of the index which is to be mailed separately, probably in December. The publication is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, from the U.S. Customs Service at various ports, and from Department of Commerce District Offices.

In his recent announcement to the export community about the new publication, Emanuel A. Lipscomb, who heads the Census Bureau's Foreign Trade Division, said, "I urge you to enter your subscription as early as possible to assure delivery in advance of Jan. 1. This will assist you in revising any preprinted export declarations you may use and give you time to become familiar with the new system."

Key To Data Changes

Readers are reminded that a special report, "1978 Changes in U.S. Foreign Trade Classifications and Publications," has been prepared in the Commerce Department's Bureau of International Economic Policy and Research.

As announced in the Sept. 26 issue of *Commerce America*, the report is available free from: International Trade Analysis Staff, Room 5618, U.S. Department of Commerce, Washington, D.C. 20230.

The report describes in detail the extensive changes which will become effective in U.S. foreign trade statistics next year. Users of trade data, including the export community, will find the report valuable to assess the effect of the changes on their analyses of trade movements.

SCHEDULE 7. SPECIFIED PRODUCTS; MISCELLANEOUS AND NONENUMERATED PRODUCTS

(7-5-C) Schedule B number	Commodity description	Unit of quantity	Schedule B number	Commodity description	(7-5-C) Unit of quantity
	Subpart C--Wheel Goods			Bicycles--Continued	
	Subpart C headnote:		732.2740	Other (with one or both wheels over 25 inches in diameter)....	No.
	For the purposes of classifying bicycles under the provisions therefor in this subpart, the diameter of each wheel is the diameter measured to the outer circumference of the tire which is mounted thereon or, if none is mounted thereon, of the usual tire for such wheel.		732.3700	Parts of bicycles.....	X
			732.4000	Doll carriages, doll strollers, and parts thereof.....	X
			732.5400	Tricycles, scooters, wagons, pedal cars, and other wheeled goods (except skates), all the foregoing designed to be ridden by children, and parts thereof.....	X
	Bicycles:		732.6400	Baby carriages, baby strollers, baby walkers, and parts thereof...	X
732.2720	Having both wheels not over 25 inches in diameter.....	No.			

Multilateral Trade Negotiations

This article is another in a series of progress reports on the multilateral trade negotiations, prepared by the Commerce Department Office of Int'l Trade Policy.

GENEVA

The NTM Subgroup on Technical Barriers to Trade, continuing its work on a draft standards code, examined at Sept. 22-29 sessions all suggested code amendments not previously reviewed. Progress was made toward agreement on a number of proposals, which reflected the results of informal working sessions held outside of the plenary meetings.

A significant new proposal on special and differential treatment for developing countries within the context of a standards code was submitted. Offered as an alternative to a previous U.S. proposal, it stirred lengthy discussion and is expected to be a major topic in future meetings.

While the date of the next formal Subgroup meeting is to be set by the GATT Chairman in consultation with the various delegations, participants are urging that informal consultations be held in the interim. It is agreed that progress is now more likely through such informal sessions rather than formal meetings.

The Subgroup has also decided that the present draft text of the standards code satisfies the recent joint U.S.-EC call for a comprehensive standards negotiating text to be on the table in the MTN by Dec. 15.

BRUSSELS

Agreement on a "working hypothesis" for tariff reduction negotiations in the MTN was reached at a Sept. 21 meeting of U.S. and European Community delegations. The working hypothesis is based on a Swiss formula proposed in October 1976 (See *Commerce America*, Jan. 3), with some details still being negotiated. The Swiss formula ($Z = 14X/(X+14)$, where Z is reduced duty, and X is the current rate of duty) would effect an average overall reduction of developed country duties of about 44 percent. The working hypothesis would call for countries utilizing the formula to aim for such an average overall reduction, plus or minus 5 percent. It is hoped that multilateral agreement on a tariff plan based on the U.S.-EC working hypothesis, including provisions for special and differential treatment of less-developed countries, will be reached soon.

UN/World Bank Publication Will Detail Upcoming Tenders

The United Nations and World Bank are joining forces to provide business with a new service. Early in 1978, *Development Forum*, a monthly newspaper (published by the UN's Center for Economic and Social Information) dealing with international economic and social policy, will launch a *Business Edition*.

The new publication will provide executives with a useful key to important markets. It will appear twice a month and carry announcements of all new projects likely to be financed by the World Bank and the United Nations Development Program (UNDP) and give indications of the kinds of goods, equipment, machinery, services and construction contracts to be procured and let through international competitive bidding. It will also contain the editorial matter published in the monthly General Edition, which will not contain project announcements and will continue to be sent to present subscribers without charge.

Procurement notices, which will cover as much as $5 billion worth of potential orders a year, will state the type of project proposed for international financing, the country which has applied for the loan (in the case of the World Bank and its affiliate) or the grant (in the case of UNDP), and its status within the international organization's approval process (most of the notices will probably appear just before formal approval is given). Also included will be the kinds of goods and services to be procured through international competitive bidding, a rough time schedule of the progress of work envisaged, the date when tender or bidding documents for each class of procurement will be available, the address from which they may be obtained, the required fee, if any, and other practical information.

Development Forum is a multilingual publication, edited and printed in Geneva, with regular editions in four languages: English, French, German and Spanish. Editorial coverage deals with the whole range of economic and social policy issues member countries of the United Nations grapple with individually and in concert: development, the environment, population policy and trends, and changes in the international economic structure.

Annual subscription to *Development Forum Business Edition* will be $150. Address inquiries to Development Forum, United Nations, Grand Central P.O. Box 5850, New York, N.Y. 10017.

World Auto Exports Set Record In 1976, Study Finds

World exports of passenger cars set a record last year, with Japan showing the strongest increase, according to a new Commerce Department study, "The Automobile Industry in 1976: An International Survey."

Japanese exports for 1976 were up 75 percent over 1973. Japan became the export leader in autos in 1975 and strengthened that position in 1976.

Looking at overall passenger car production in eight major producing nations, the study found that:

► Production remained at or below 1973 levels in all countries except Japan and France;

► Demand (new car registrations) rose in six countries, but declined in Japan and Canada;

► Import penetration—the percentage of imported car registrations in total new car registrations—rose in all countries except the United States and Germany. Fewer foreign car registrations, coupled with strong demand for domestic models in both countries lowered the U.S. import penetration ratio from a high of over 18 percent in 1975 to under 15 percent in 1976 and the German import ratio from 25 percent to under 22 percent in 1976.

A limited number of copies of the 90-page report, "The Automobile Industry 1976: An International Survey," are available from the Office of Economic Research, Room 2039, U.S. Department of Commerce, Washington, D.C. 20230.

Blumenthal, Clausen Share Keynote Role For NFTC

Treasury Secretary W. Michael Blumenthal will share the keynote role with Bank of America executive A. W. Clausen at the 64th National Foreign Trade Convention in New York Nov. 14-15.

Other Federal Government officials who will address the meeting sponsored by the National Foreign Trade Council at the Waldorf-Astoria are Robert S. Strauss, the President's Special Trade Representative, Assistant Secretary of Commerce Frank A. Weil, Assistant Secretary of State Julius L. Katz, and Charles I. Kingson, Treasury Department International Tax Counsel.

Dr. Otmar Emminger, president of the Deutsche Bundesbank, and Yoshizo Ikeda, president of Mitsui & Co., will speak at the major luncheon sessions. Exxon Corp. chairman Clifton C. Garvin, Jr., will address the closing World Trade Dinner, at which Irving S. Shapiro, DuPont board chairman, will receive the 1977 Dollar Award for his contributions to the advancement of U.S. foreign trade.

INTERVIEW IN SANTIAGO—*Automotive equipment mission member Samuel Grimaldo (left) of AMH International discusses firm's mufflers with Chilean businessmen.*

VEHICLE REPAIR EQUIPMENT MISSION SELLS IN CHILE, ECUADOR AND COLOMBIA

"Barely scratched the surface," was the optimistic consensus of the members of a U.S. motor vehicle maintenance equipment trade mission just back from Chile, Ecuador, and Colombia.

The mission was targeted to take advantage of what the group found to be "an enormous need for spare parts and service equipment for automobiles, trucks, and buses in all three markets," says Mission Director Wanda Ale. Mrs. Ale is with the Commerce Department's Office of International Marketing, which sponsored the mission.

Limitations on imports of both passenger and transportation vehicles from time to time, plus low production and assembly levels, have necessitated long-term use of all available carriers. The average age of operating passenger cars in these countries is eight to ten years. Trucks and buses are even older, averaging ten to 15 years. Repair facilities were found to be inadequate and in some cases, antiquated, Mrs. Ale points out.

Mission members were offering a wide range of automotive servicing equipment, from heavy duty pistons, bearings, and brake drums to automotive hand tools, diagnostic equipment, heavy duty motors, and machinery for manufacture of mufflers and tube bending. More than $1 million in orders were taken during the business visit; one-year sales are projected at $3.2 million. One joint venture/warehouse distributorship agreement was signed; four distributorships and one joint venture are under negotiation.

At each location, the mission was supported by high-level meetings with government purchasing agents, officials of trade associations, and leaders of the automotive industry. In Chile, said Mrs. Ale, there appeared to be a desire on the part of both the government and private sectors to trade with the U.S. firms, even though American companies may not be as competitive in financing and credit terms as current chief competitor countries — Germany, Brazil, Mexico, and Argentina.

The Chilean economy is in an upswing. Breaking sharply from several decades of economic policy based on import-substitution, Chile has become the freest trading country in South America, according to the U.S. Embassy in Santiago. Incentives for imports include substantial cuts in duties. The U.S. share of automotive spare parts and maintenance equipment traditionally has been high and for the past three years is estimated at about 65 percent. American know-how and quality products mean a great deal in this market, notes Mrs. Ale.

The largest end user of automotive maintenance equipment and spare parts is the state-owned copper firm, CODELCO. State-owned firms in the mining industry, as well as the government ministries, operate their own maintenance shops and directly import spare parts. The large bus lines have their own garages and purchase spare parts and maintenance equipment through established import agents.

In Ecuador, the mission visited both Guayaquil and Quito. The market for automotive and truck maintenance and service equipment, and the interest in the specific products and services offered by the firms represented, far exceeded all expectations. Samuel Grimaldo, president of AMH International of Newbury Park, Calif., claimed that "this mission has not only helped my company expand into a new market, it has also helped us to provide a high quality product at a reasonable and competitive price which will revolutionize the muffler industry in this country."

Ecuador's vehicle population is not large in comparison with that of other countries, but its imports and local production are expected to increase substantially over the next few years—largely as a result of the country's revenues from petroleum reserves and the government's emphasis on infrastructure development. As a result of the leads developed, within days of departing Ecuador, each of the participants had made plans for an immediate return.

U.S. motor vehicle maintenance and service equipment dominates the Colombian market. To participate successfully in this market, members of the mission recognized the necessity for having a good local representative for new sales as well as for servicing existing equipment. Following two days of selective business appointments in Bogota, the mission activities produced $815,000 in on-the-spot sales, and one-year projections of $1.85 million.

Local industry produces simple hand tools, hoists, welders, and compressors for pointing equipment and tire care. No significant production of precision tools is anticipated in the near future; there is no production of auto diagnostic equipment.

Mission membership included, in addition to Grimaldo already mentioned: Reinaldo R. Gonzalez, Gould Inc., Engine Parts Div., Cleveland, Ohio; Joao Manual Pereira Freitas, Sun Electric Corp., Crystal Lake, Ill.; and Nelson Quinones, Dreyco Americas Inc., New York.

CONFERRING WITH CUSTOMERS — *Mission Director Wanda Ale talks intently with prospective buyers in Santiago.*

FUSING BUYER WITH SELLER—*William Thomsen of Electron Fusion Devices, Inc., describes the advantages of the Rhode Island company's fusion welder to a group of interested attendees at the recent Tokyo Trade Center's electronic components and materials show.*

JAPAN SEEN CONTINUING TO BUY HIGH-TECHNOLOGY ELECTRONIC COMPONENTS

The Japanese market for electronic components, currently growing by almost $1 billion a year, is expected to become a $7 billion market by 1980. Of this total, imports probably will reach some $910 million, $200 million from the United States. Sixty-three firms that exhibited at the Tokyo U.S. Trade Center's recent electronic components and materials show expect to get a sizable slice of this import market—almost $22 million worth within the next year, they estimate.

Various analyzers, transient recorders, LSI micro-computer modules, a perforator/reader combo system, accelerometers, data scopes, and programmable signal generators are among the products considered to have the best potential. Prices of U.S.-made electronic instrumentation such as these are generally higher than those of comparable Japanese products, because of import tariff rates of from 6 percent to 12 percent, and 22.5 percent for computer-related peripheral equipment. Japanese customers, however, are likely to continue to purchase U.S. technologically advanced electronic instruments, the exhibitors report.

Japanese technology in the production of electronic test instrumentation is still behind that of the United States, but is said to be advancing rapidly. The Ministry of International Trade and Industry has provided substantial financial support for a four-year joint VLSI research development project involving the Japanese Government and five leading Japanese computer and electronic equipment manufacturers.

Local distributors have suggested that U.S. manufacturers respond as quickly as possible to inquiries from Japanese end users about defective equipment, as the refund of Japanese customs tariffs can be made only within six months of importation. Japanese end users are very much concerned about delivery time, after-sales services, and product quality control, the U.S. Embassy points out.

Five sales representatives were appointed during the exhibition, and consummation of an additional 11 agreements is expected during the coming year.

Medical Equipment Scores At Brno Fair As Czechs Expand Health Services

Czechoslovakia plans to upgrade medical services to its general population during the next few years. The country's health care programs are increasing and new hospitals and industrial clinics call for advanced equipment.

This trend was evident last month at the U.S. section of this year's annual Brno Engineering Fair, as Czechoslovakian enterprises purchased more than $600,000 worth of medical, surgical, and dental equipment. Body scanners, ultra-sonic surgical units, laser operating equipment, automatic blood sampling units, computerized ophthalmic equipment, patient monitoring equipment, and electro-surgical units were most interesting to the thousands of visitors.

Although the Czechoslovakians do produce surgical, medical and dental equipment, many Czech products are exported and high technology items need to be imported. The 19 U.S. exhibitors estimate their sales in the next year resulting from their particpation at almost $4 million. A number of the participants talked with officials of the appropriate foreign trade enterprises that provide representation services in the country.

AT BULGARIAN FAIR—*The United States had an exhibition last month at the 33rd annual Plovdiv International Fair. The 12 U.S. exhibitors, displaying high-technology industrial and agricultural equipment, booked sales valued at more than $2 million during the event. In photo above, Walter Vincze of DuPont Instruments (right) demonstrates scientific testing equipment to Prof. Abbanas Msleev, Bulgarian Vice Minister of Health (left) and Prof. Dotcho Dotchew from the Bulgarian Medical Academy.*

AT BRNO FAIR—*In a hall devoted specifically to medical-surgical equipment, the U.S. exhibition at this year's annual Brno fair drew thousands of visitors. Below, viewing his display (from left) with Karl Lambrecht, Jr., Karl Lambrecht Corp., are Jiri Frantal, U.S. Embassy, Prague; Lubomir Strougal, Premier of Czechoslovakia; Andrej Barcak, Federal Minister of Foreign Trade (behind Premier); Robert Montgomery, U.S. Embassy; Paul Terlizzi, Commerce Department; Benjamin Wickham, U.S. Embassy.*

PROGNOSIS FOR AUSTRALIA IS EVENTUAL RESUMPTION OF STRONG IMPORT GROWTH

After resisting the Australian economic recession during the past three years, U.S. exports resumed growth and set a new value record in the year ending June 30. The jump from just under US$2 billion in the previous year to $2.25 billion appears to represent an increase in real volume as well as in value, while the U.S. share of Australia's import market recovered to almost 21 percent.

In the current year U.S. sales should maintain this high level but a significant further increase is unlikely. Barring an unexpected surge in the Australian economy, U.S. exports to this market in the year ending June 30, 1978 should remain in the range of $2.0-2.5 billion, according to Robert E. Simpson, Counselor for Economic and Commercial Affairs at the U.S. Embassy in Canberra. In this report to the Department of Commerce on the outlook for U.S. trade with Australia, Simpson includes data on the outlook for individual product groups prepared by Commercial Officers in the U.S. consular posts in Melbourne, Sydney, Brisbane and Perth.

Australia is now in the third year of its most serious postwar depression. Consumer demand, industrial production and investment are all depressed, while inflation and unemployment remain stubbornly high. Since December 1975 the Australian Government has pursued a deflationary policy designed to halt inflation and encourage private business expansion. While it appears to be having modest success against inflation, which has eased slightly, unemployment has continued to rise. It is now at a postwar record level, while consumer demand and business activity remain sluggish. During the past two years several brief upturns, the most recent during the last half of 1976, suggested the beginning of recovery, but in each case the rise petered out.

Sluggish business is expected to continue for the remainder of 1977 and much of 1978. The 1978 federal budget now before Parliament provides no increase in real spending while business investment (with the exception of a modest revival in the minerals sector) is expected to remain flat and unemployment high. With major sources of demand likely to remain quiet during the balance of the year, there appears to be no basis for an economic upturn in the near future.

Notwithstanding this discouraging situation, the foreign trade sector has been the bright spot in the Australian economy throughout recent years. Both exports and imports have been more buoyant than the balance of the economy and trade value in both directions has set new records in the past year. Export buoyancy has been the result of sustained overall world demand for Australia's major mineral and agricultural exports, notwithstanding sporadic price weakness in one or another of these commodities. While the volume of Australian imports appears to have declined slightly in the past two years, their level has been supported by a number of factors —one of the most important being the high level of Australian inflation, which made import prices attractive, and reinforced the similar import price effect of the high exchange rate for the Australian dollar prior to the November 1976 devaluation.

U.S. sales to Australia during these years have held up especially well within the import total. The strong U.S. competitive position was helped in 1973-74 by successive Australian dollar revaluations. The resulting cheapening of the U.S. dollar, combined with Australian internal inflation, made U.S. products very price-attractive in relation to domestic products. This exchange rate trend reversed itself starting with the Australian devaluation of September 1974. The value of the U.S. dollar has gradually risen ever since.

While the rising cost of imports from the United States resulting from this process might have been expected to dampen demand for U.S. products, trade figures show that U.S. exporters held their own. The reasons for this, aside from the momentum gained by U.S. products during the 1973-74 import boom, undoubtedly include the continuing disparity between U.S. and Australian inflation rates as well as the fact that currencies of important third country competitors, such as Germany and Japan, strengthened in the same period.

Moreover, U.S. products have not been affected by the numerous Australian import protection measures during the past two years. Most of the impact of the latter has fallen on imports from other Pacific countries. U.S. exports of labor-saving machinery and of consumer goods have also been assisted by high local wage costs resulting from the 1973-74 wage inflation. These have stimulated purchases of labor-saving equipment by Australian business and of consumer and recreational equipment by prosperous consumers.

The traditional U.S. market in Australia is for manufactures and industrial supplies. Capital goods and components are the largest category, followed by industrial materials and a smaller but growing category of consumer goods. While the current low level of investment in Australia tends to hold down capital goods sales, U.S. shipments have held up surprisingly well. They are still benefiting from the generous tax allowances for new investment which continue through June 1978. Moreover, while mining investment is far from exuberant, there has been an upturn, and this sector will be increasingly important as a consumer of imported goods during the next year.

For the longer term, the Australian Government's decisions, announced in late August, to proceed with development of offshore natural gas fields on the northwest coast of Australia, and to approve the beginning of mining and export of Australia's rich uranium resources, will lead to major investments and accompanying imports over the next ten years.

The market for imported consumer goods is also surprisingly good. While Australia has record high unemployment, it is also recording a record high level of employment, the result of a growing labor force. The purchasing power of the employed population is high and this has created brisk demand for a great many quality U.S. consumer goods, including sporting and recreational equipment.

Recent growth areas

The pattern of growth in imports of particular groups of U.S. products in 1976 gives an indication of the current growth areas for American exports. In that year large percentage increases were reported for U.S. sales of a number of major categories including such manufactures as professional and scientific instruments, medical and pharmaceutical

STATE OF VICTORIA—*Molten metal is tapped from a bottom pour ladle at the Vickers Ruwolt foundry, Richmond. Hope in Australia is for an early return to vigorous economic and industrial activity.*

equipment and supplies, chemical elements and compounds, and many types of machinery.

During this period, while the overall value of U.S. exports to Australia rose 20 percent, many products registered increases far above this average. Dozens of categories showed substantial percentage increases of more than one-third. Outstanding examples are metalworking hand tools (68 percent), metal treating and finishing equipment (160 percent), integrated circuits and connectors (75 percent), medical instruments and medical and hospital equipment (63 percent), medical supplies (62 percent), mobile radio equipment (100 percent), microwave and other transmission equipment (122 percent), specialized controls (300 percent), tractors (107 percent) and automotive equipment (53 percent). Within the consumer goods category, a variety of apparel and personal accessory items rose by 50-100 percent, while many major electric household appliances showed increases ranging from 75-150 percent.

Prospects for the future

U.S. exports to Australia cover much of the full spectrum of U.S. manufactured products. The two countries share similar life-styles, both are high income consumer societies, and there are few cultural obstacles to adoption and rapid spread of new U.S. products. As a result, the variety of American products to be found in the Australian market is almost endless. Any discussion which highlights a relatively small number of American products as market opportunities in Australia runs the risk of misleading U.S. exporters of many other products.

The annual survey of U.S. export prospects by Commercial Officers of the American Consular posts in the major marketing centers of Australia has elicited local business comments on particular products for which American export prospects seem good during coming months. These products are listed below, but it is important to bear in mind that they necessarily represent only a small part of the total range of American goods with favorable market prospects in Australia. (During the past year, for example, the five U.S. Foreign Service posts in Australia submitted over 400 specific trade opportunities to the Department of Commerce, covering a wide variety of capital and consumer items.)

The following product areas were identified in the survey:

Computers and Related Equipment—Computers offer a leading sales opportunity. The trend is to increased reliance on in-house mini-computers, especially small business systems and word processors, and add-on memory. Large main-frame computers and peripherals should continue to offer a good market. However, local production of cathode ray tube (CRT) terminals and a 24 percent import tariff will increase price competition within the CRT terminal market.

Food Processing and Packaging Equipment—U.S. exports of this equipment should continue to grow. Import data show a healthy 19 percent growth rate from 1975 to 1976, following a decline of almost 25 percent in the previous year.

Business Equipment—American exports in this field increased about 23 percent from 1975 to 1976. Survey sources feel confident that further import growth is assured, with audio-visual equipment and labor-saving business devices leading the list. Micrographics equipment is also included in this category.

Facsimile Communications—This is a specific product area of great promise in the near or immediate future.

Biomedical Equipment—Data show very strong growth of 63 percent from 1975 to 1976 in U.S. exports of these products. Given continuing substantial support for medical programs by the Australian federal and state governments, there should be continuing growth of U.S. exports in this field.

Agricultural Equipment—Despite the fact that real income of Australian farmers is lower, imports of agricultural equipment continue buoyant, with an astonishing 85 percent increase from 1975 to 1976. Important contributors to this strong increase were wheel tractors and parts and attachments for them.

Telecommunications Equipment — Prospects for U.S. exports in this area are good and will be assisted by the recent federal government decision legalizing citizens band radio.

Machine Tools—There is growing interest in U.S. metalworking equipment, which should generate future orders. Part of this interest is in anticipation of eventual Australian recovery, but much of it is for current replacement of aging equipment.

Consumer Goods—All observers indicate consumer goods will be an import growth area during the next year. The past growth of U.S. exports bears this out, with an estimated total of $300 million in 1976. Key areas in which growth is expected include quality housewares and leisure and sporting and recreation goods.

The North West Shelf Development Project—A special case in the mining field is the fact that Western Australia's massive North West Shelf oil and gas development project has now been cleared to proceed. The first step will be a feasibility study that should involve approximately $50 million of expenditure, to be followed by a $3 billion investment in years to follow.

Long run Australian prospects for U.S. exporters remain good. Australia is taking longer than expected to shake off the current depression and business activity may not fully revive for many months. The great increase in internal costs, coupled with changes in world market demand, has slowed the growth of the mining sector, while high unemployment and low consumer demand have delayed the revival of industrial and commercial activity.

Notwithstanding these adversities, and a substantial 1976 devaluation of the Australian dollar, U.S. sales to Australia have held their own, growing in volume and setting new highs for value. The 1973-74 import boom considerably widened the U.S. market and it appears that most of the products which entered the Australian market during that period have been able to retain their positions following the end of the boom.

There is every reason to believe that Australia will recover a solid prosperity in years to come. The continuing growth of Australian mineral exports and the potential for major new exports from sources such as new coal fields, uranium and natural gas should make possible a continued high export performance which in turn will support a high living standard and a high import level. In such a market opportunities for U.S. goods will continue bright, provided the U.S. export community protects the position which it has achieved against the day when strong import growth resumes.

Certain Imports Into France Require Certificate Of Origin

The French Ministry of Foreign Trade has announced that imports of the following items, originating in any country, are now subject to the presentation of a certificate of origin (customs tariff numbers in parentheses): fertilizers (chapter 31); knitted and crocheted goods (chapter 60); clothing and clothing accessories of woven fabric (chapter 61); other made-up textile articles (chapter 62); umbrellas (66.01); electric dishwashing machines (84.19-A); domestic electric washing machines (84.40-B-I); domestic sewing machines (84.41-A-I); domestic appliances with electric motors (85.06); water and space heaters and other electric appliances (85.12); acoustical systems (ex 85.14); radios and television sets including those equipped with sound recorder or reproducer (ex 85.15-A-III); radiological and electromedical apparatus (ex 90.17); electrical and electronic instruments and apparatus for measuring, checking, analyzing or automatically controlling (90.28); and toys, games, and sports requisites (chapter 97).

Certificates of origin issued by chambers of commerce in the United States will be accepted by French customs officers. Neither U.S. customs authorities nor French Consulates will have to certify the authenticity of these documents.

OIL REVENUE IS CONTINUING TO UNDERPIN FAST GROWTH IN UNITED ARAB EMIRATES

In the seven Emirates which constitute the United Arab Emirates (UAE), substantial petroleum revenues continue to be spent on imported goods and services to fashion rapidly a modern nation in a previously barren and backward land. Estimates are that 1977 imports will surpass $4 billion, an increase of more than 30 percent over 1976. The desire for accelerated economic growth, coupled with ready cash to pay the bills, has fueled a boom in the post-1973 years which has only in 1977 begun to moderate, reports the U.S. Embassy in Abu Dhabi.

Oil revenue, which accounts for nearly all government revenue, will remain the key to the UAE economy. The combined income of the UAE's three oil producing Emirates (plus the earnings of the Abu Dhabi National Oil Co. and the Ruler of Abu Dhabi) will reach almost $8.5 billion in 1977, an increase of 21 percent over 1976. This increment, while less dramatic than the 1973-74 oil price revolution, will continue to underpin the UAE's ongoing expansion.

Overall oil production in 1977 is expected to rise to 2.1 million barrels/day, an increase of about 10 percent in volume, and this rate of growth should continue in 1978. The UAE's very high quality crudes find a big market in the United States. UAE oil exports to the United States will probably account for 6 percent of U.S. total petroleum imports and 20 percent of UAE exports in 1977. The majority of UAE revenue from oil accrues to Abu Dhabi, with $7 billion in estimated income in 1977, followed at a distance by Dubai with $1.4 billion and Sharjah with about $35 million. Since each Emirate is responsible for its own oil and financial affairs, use of this money will continue to be determined by individual Emirate Rulers and their governments.

Over the next 12 months, government spending will remain at a high level. Although each Emirate is supposed to contribute an equal share of its revenues to the federal budget, Abu Dhabi will again bear most of the weight of this year's record $3.4 billion federal budget. Since each Emirate also has its own budget and Emirate-level expenditure should amount to a roughly equivalent amount, overall federal and Emirate government expenditures should exceed an annual rate of $6.5 billion.

Because many capital expenditures for previously agreed upon projects have lagged (only 60 percent of Abu Dhabi's 1976 capital budget was actually spent), the emphasis in 1977 and probably in 1978 will be to complete lagging projects first. This is reflected in the 1977 federal budget, which contains less than $100 million for new ventures but allocates $500 million more to spur completion of slow-moving projects.

Economic policies in the next 6 to 12 months will not be radically different from the past, notwithstanding initial expressions of leadership concern about the purpose and social consequences of rapid growth. There will be continued emphasis on spending rather than saving for investment purposes, although moderation in industrial nations' inflation rates has somewhat increased the attractiveness of foreign investment. Expenditures for large, capital-consuming petrochemical and industrial projects and improvements in transportation, health and education infrastructure will also be high. The effort to utilize natural gas resources will similarly receive renewed stimulus, as will programs to diversify and develop non-petroleum sectors.

High surplus in the balance of payments coupled with ambitious technologically-oriented development goals make the UAE an attractive market in which to sell U.S. goods and services. Emirate decision-makers are well disposed towards American people, institutions and products, and relations at the personal as well as governmental level are cordial.

Expertise, equipment needed

The execution of major projects in heavy as well as light industry and in infrastructure completion requires expertise and capital goods. The United States is in a good competitive position in both areas. The most fruitful markets in the next 6-12 months will be in design, consulting, construction management, and capital equipment sales. Such products as tires, cement, ceramic tiles, steel bars, angles, plate and pipe, worked aluminum, broad range electrical and non-electrical machinery, and transport equipment are all in demand, and in these markets U.S. suppliers are well established.

Other areas in which U.S. business has good possibilities are in franchise operations, water resources, industrial, fire and highway safety and in home and office furnishings. On the whole, exporting to the private sector offers somewhat fewer opportunities than specialized service or sales to the government.

Population of the UAE is about 760,000, consisting of a wide variety of nationalities and transient labor. National income has risen dramatically, but income distribution is heavily skewed in favor of the public sector and wealthy Arab families. Demand for fashionable clothing, electric appliances, automobiles, food and furniture has risen considerably.

A turndown in the construction and real estate sectors is likely to presage increased local private interest in alternative investments. A probable focus for new private investment will be light industry for domestic or Gulf markets. Local investors are able to attract government participation or credit facilities and will be looking for experienced foreign joint venture partners. They will frequently look to the company which manufactures spe-

UNLOADING AT DUBAI PORT—*Picture shows one of four General Electric outdoor-packaged Fram 5 gas turbine units ordered by Abu Dhabi's Water & Electricity Dept.*

cialized equipment to do consultant work and be involved in equity and in management of the plant afterwards.

Industrial investments are generally government-sponsored, since rates of return may be marginal given high unit labor costs and limited markets. Government programs do exist, however, to stimulate diversified industrial development such as the UAE Development Bank (P.O. Box 2449, Abu Dhabi). So far, the bank's loans have been mainly for real estate development, including hotels. But the decreasing profitability of real estate, coupled with availability of governmental assistance through the Development Bank, can be expected to attract local investors.

An additional organization for American business to contact is the Abu Dhabi Department of Petroleum and Industry, which will continue to be the key organization charged with developing Abu Dhabi's industrial diversification program (P.O. Box 9, Abu Dhabi). It has attempted to identify potentially viable light industries to serve principally the UAE market. Projects likely to be examined seriously in the near future are food processing, container plants (box and bottle), wire and cable, steel pipe, tires and plastics. Other projects are under study.

With its high surplus payments position and limited local absorptive capacity, and concern increasing about too-rapid growth, the UAE should become increasingly receptive to holding external financial or equity investments. The choice of nations in which to maintain these investments will depend upon comparative inflation and currency rate changes. Due to the size of U.S. markets, U.S. recent record on inflation, political stability and good bilateral relations, UAE authorities have shown considerable interest in U.S. holdings. Should recent weakening of the dollar continue significantly, however, the pattern of their holdings may show a reduced propensity to invest in the United States.

Although the UAE is extremely dependent on imported skills and labor, and its dependence on the high technological skills which the United States can best provide will grow markedly in the next few years, U.S. firms will find it increasingly hard to compete. All major trading nations are now very active competitors for the sale of services in the UAE. West European, Japanese, Indian and Korean consulting architects and engineers have become particularly aggressive. This competition is sometimes government-assisted through export credits linked to architectural and engineering firms. U.S. firms however, are denied the same degree of government financial assistance. Moreover, the Tax Reform Act of 1976, which has significantly increased the tax liability for Americans working abroad, has raised the cost to a company employing Americans in the UAE.

Barbados Marking Time While Tourist Trade Builds Up Again; U.S. Becomes Its Top Supplier

The economy of Barbados has been marking time for the last couple of years, according to the U.S. Embassy in Bridgetown. While real output grew an estimated 6 percent in 1976, sharply lower sugar export prices held the current GDP increase in monetary terms to somewhat under 3 percent. Current GDP adjusted for the island's terms of trade increased at most by 1 percent, while on a per capita basis it was negative. While not a year of significant growth, 1976 was nonetheless one which saw the recovery—continuing this year—of the Barbadian economy's single most important sector, tourism.

Along with the welcome reversal of the previous decline in the number of tourists visiting the island, inflation moderated considerably during 1976, down to approximately 3 percent compared with over 30 percent in 1975 and 26 percent the year before that.

The expansion of Barbados' modest export-oriented light industry sector, which began in mid-1975, continued through 1976 and into this year. Fueled by increased external demand for components produced there, export industries have generally expanded production, and several new companies have located in Barbados.

Given the near zero growth in monetary terms last year, consumer demand was surprisingly strong, particularly during the last calendar quarter. The strong demand continued into this year. The recent surge resulted in some reduction in the island's still too high rate of unemployment.

Barbados traditionally runs a substantial current account deficit (an annual average of $50 million during the 1972-74 period; only $27 million in 1975; an estimated $66 million last year) offset by heavy capital imports. The island's overall balance of payments was slightly ($2.5 million) positive in 1974, strongly so ($17.7 million) in 1975 and negative ($11.6 million) in 1976. The 1975 performance was the result of both bonanza sugar prices and surprisingly weak demand for imports. Last year saw much lower sugar prices and strong import demand, largely for automobiles.

The government has taken effective steps to repress demand for imports by restricting credit for consumer durables (which are almost all imported items) and by imposing a temporary ban on automobile imports. However, pressure on the island's official reserves remains a substantial concern of the Barbadian Government, and further balance of payments deterioration will undoubtedly evoke additional countermeasures.

Last year for the first time the United States edged out the United Kingdom and became Barbados' number one supplier of imports. The annual dollar value of U.S. sales to the island, however, is minute, only $69 million in 1976. Although there is no likelihood that U.S. sales will increase dramatically, they can be expected to rise steadily and, over time, substantially, as American exporters continue to capture business that traditionally went to British suppliers. At present, the principal impediment to an even faster movement toward U.S. supply of Barbadian imports is an ocean freight rate structure that enables many products (e.g., structural steel) to be shipped at lower cost from England than from much closer U.S. east coast ports.

Barbados' political stability, good transportation links, and educated workforce and the island government's continued acceptance of a market economy combine to make the country attractive to selected U.S. and other foreign investors. Governmental assistance to potential investors will continue, although there will be increased emphasis on local participation and the recruitment of qualified Barbadians in lieu of expatriates wherever possible. Labor relations should continue relatively peaceful, but there will be increased upward pressure on wage rates, and more unionization of export industries can be anticipated.

Guadeloupe,Martinique,Guiana Show Mixed Economic Results

The performance of the economies of Guadeloupe, Martinique and French Guiana has been mixed, according to the American Consulate in Martinique. Unemployment remains a chronic problem, inflationary pressures continue, and limited progress has been made by agriculture and the small industrial sectors. On the bright side, export-import trade has increased substantially and tourism shows improvement. All three departments remain overwhelmingly dependent on expenditures by the French Government to maintain current levels of economic activity and development.

Even after taking into account the effects of inflation, exports and imports showed vigorous growth in 1976. Martinique's imports surged ahead from 1,217 million francs in 1975 to 1,542 million in 1976. Guadeloupe's imports jumped from 1,315 million francs to 1,515 million in the same period. Export performances were equally good. Martinique's exports rose some 32 percent by value, from 368.5 million francs in 1975 to 490.3 million in 1976; Guadeloupe's jumped 32 percent from 352.6 million francs to 429.4 million in the same period. Recent trade figures are not available for French Guiana, but its import-export activity is thought to have

increased some 15 percent annually in recent years.

By far the larger part of trade continues to be conducted with the franc zone, with France supplying Martinique with almost 70 percent of all its imports. The EEC countries supplied 9 percent, while the rest came from all other non-franc zones.

Martinique, Guadeloupe and Guiana are integral parts of France, and no duties are imposed on imports from Common Market countries. However, third-country exports are at a disadvantage, and American products suffer from the additional disadvantage of relatively infrequent sea transportation from U.S. ports. In recent years, American exports to the French Antilles have declined relative to those of the Common Market countries, although some larger American firms have taken advantage of possibilities of exporting products of subsidiaries in Metropolitan France to these areas.

Some positive factors

Nevertheless, U.S. exports possess certain advantages. The French Antilles are closer to the United States than to France and airfreight rates are fully competitive. The large number of U.S. tourists visiting the Antilles provides a market for various products used in the tourist industry. Possibilities exist for exports of U.S. capital goods and durables, as well as building supplies, airconditioners, household appliances, and similar products. In Guiana, efforts to stimulate a forestry and pulp-paper industry may provide significant opportunities for all kinds of equipment used in the logging industry and related infrastructure projects.

Increased imports of U.S. foodstuffs are also possible, particularly those items useful for hotel and tourist trade. Other U.S. products which may enjoy increased demand in the future are readymade clothes and sports equipment.

In line with its policy to promote growth and raise living standards to the level of Metropolitan France, the French Government welcomes investments from abroad. Prospects for U.S. investments appear reasonably good. Various advantages are provided by the French administration, such as tax exemptions and government loans, in order to encourage new investments.

At present, however, few American business concerns operate in the French West Indies. The International Paper Co. has plants in Martinique and Guadeloupe, United Fruit Co. has a banana-growing project in Guadeloupe, and Bacardi Rum's facility in Martinique reprocesses local rum for shipment to Europe. U.S. investments can be aided by the branch banks of Chase Manhattan in Guadeloupe and Martinique.

Netherlands Antilles Remains An Important Smaller Market

Last year was a period of stagnation for the economy of the Netherlands Antilles, mainly due to the slow recovery of its trading partners from the slump in the world economy of the previous two years. Tourism started to recover from the general malaise late last year, and the American Consulate in Curacao reports that the economy has been performing quite well so far in 1977.

The oil companies in the Antilles are regrouping and no major expansion is planned. Shell reports it has lost most of its previous U.S. market and foresees the necessity for layoffs, which would further aggravate an extremely unhealthy unemployment rate estimated at near 30 percent. The closing of the Texas Instruments and Rockwell operations in the Netherlands Antilles in 1976 obviously had a negative economic impact locally, and resulted in net U.S. industrial disinvestment from the Netherlands Antilles.

On the positive side, the inflation rate, estimated between 3 and 5 percent, is moderate by today's standards, and the balance of payments remains positive. Because of this, the government is expanding its public expenditures through construction projects and other investment programs.

The Netherlands Antilles has traditionally welcomed foreign trade and has kept trade barriers to a minimum. Indeed, since the area has little in the way of natural resources, it must depend on trade to survive. Although the government's policy of encouraging local industry can result in the erection of import quotas or restrictions, such as have been placed on flour, animal feed, eggs, tiles and other items, the size of the local market and the hesitancy of investors to establish large plants for items of local consumption makes it improbable that any system of import restrictions will seriously alter the pattern of trade or the positions of trading partners.

Tariffs tend to be low, with the highest ad valorem rate at 14 percent, with the exception of a 30 percent tariff recently imposed on luxury items such as large automobiles, dishwashers and ice-making machines, in an attempt to reduce the inflationary spiral. Since the Netherlands Antilles is an autonomous part of the Kingdom of the Netherlands, there is still a considerable amount of Eastern influence in local society and politics, and there is some preference for goods from Europe, particularly from Holland. This advantage is small and has to some extent been overcome by the appreciation of Curacao's currency in relation to the U.S. dollar, to which the guilder has been tied since March of 1973. American goods are generally popular, and are sought by South American tourists who consider the Netherlands Antilles a shopper's paradise.

American products are welcome, and food products, clothing, automobiles and some machinery are particularly strong. During the past year, importers have tended to look to the U.S. first for supplies; this trend is expected to continue and strengthen. Most U.S. exports can be marketed successfully through local agents who are well versed in marketing techniques tailored to the Netherlands Antilles market. The Consulate General's experience has been that importers are eager to accept products, which can be sold easily in the relatively sophisticated Netherlands Antilles market because of a high proportion of middle-income buyers. The Netherlands Antilles remains one of the important smaller markets for U.S. goods.

As a site for U.S. industrial investment, normal caution is advised, and specific advantages of locating in the Netherlands Antilles must be weighed against the cost of labor, local labor laws, and local taxes, both existing and likely to be levied in the future.

Niger Is Still Confronted With Enormous Development Task

The worst of the Sahelian drought behind it, Niger is still faced with an overwhelming task of economic development, but the U.S. Embassy in Niamey reports that the outlook is not altogether unfavorable in this large nation north of Nigeria. Economic growth was estimated at 19 percent in 1976. With the return of good weather and successful pest control, agricultural production returned to normal last year. Livestock herds, once decimated by the drought, are making steady recovery; the government's five-year cattle reconstitution program is ahead of schedule. Western investment in mining is already significant and expanding at a good pace. Uranium revenues constitute a large portion of Niger's budget and foreign exchange earnings.

Niger's military government has made economic development its first priority. A three-year development plan puts primary emphasis on agricultural self-sufficiency. Food production efforts concentrate on development of irrigation potential, well-drilling, and modernization of rain-fed agriculture. The government sees development of the mining sector as a central factor in overall economic growth and encourages mineral prospecting with various tax incentives.

Foreign assistance to Niger has shown a steady upward trend and totaled $101 million in 1975, only 3 percent in food aid. International donors are now attempting to coordinate their efforts through regional organizations, with a view to the long-

term development of the Sahel. However, it will take sustained efforts in all economic sectors, supplemented with sizable and long-term inputs of outside assistance, for Niger to reach a point of self-sustained growth.

American companies are most active in Niger's mineral sector. In the search for uranium, CONOCO is the largest U.S. investor, with a share in the highly promising Imouraren deposit. Esso Minerals has four exploration permits; Canadian-based Pan Ocean (a subsidiary of Marathon Oil) holds three permit areas and conducted geological surveys earlier this year. In June a fourth American group, Oxoco-Aracca-Dixel, was granted a uranium exploration permit east of Zinder.

In petroleum exploration, only Esso is now an active operator, on the concession it shares with Texaco. Esso and Texaco are partners with Global on a second concession also in Eastern Niger. Other petroleum permits are held by Aracca-Oxoco and CONOCO-Shell-Chevron.

American commercial interests outside of the mineral sector are limited. Mobil and Texaco are involved in the distribution of petroleum products. Recently, a U.S.-owned design consultant firm opened an office in Niamey. American imports into Niger are placed at a relative disadvantage by the favorable tariffs and duties Niger still accords to EEC products. However, American firms have been successful in marketing airport radio and electrical gear, heavy trucks and mining equipment for the uranium mines, and road construction equipment to the government as well as private companies. Much of the air-conditioning equipment sold in Niger is American. To upgrade its domestic air service, the Niger government recently purchased a Boeing 737 scheduled for delivery in 1978.

The most promising field for American investors remains the mining sector, related services and equipment. The government is encouraging international participation to uncover the mineral wealth of the potentially rich Aïr and Djado regions.

Although development projects are frequently required to use the goods and services of the donor country, U.S. companies should be alert to opportunities in those programs open to them: World Bank, African Development Bank, and U.S. AID projects. Over the next three years, U.S. construction and engineering firms may be eligible for projects including roadbuilding, irrigation, hydroelectric dam construction, airport planning and development, and construction of port facilities at Niamey and Gaya.

Niger's market will probably remain of limited interest to U.S. business in general, but commercial opportunities exist for certain American goods: aircraft and parts, heavy road equipment, airconditioners, and desert vehicles of all varieties.

BRIDGE BUILDING IN NIGER—*Imported equipment and materials are needed to help Niger put its infrastructure in shape. Here, a concrete bridge is constructed on a tributary of the Niger River.*

Trinidad And Tobago Identifies Priority Investment Projects

The Government of Trinidad and Tobago has begun the task of identifying and promoting investment in light industries to tie into its major industrial investment program (see *Commerce America*, Aug. 1).

U.S. firms are expected to play a major role in these manufacturing ventures, as investors, licensors and suppliers. Key plants already identified as likely to benefit from relatively low-cost energy supplies and complement the major projects include:

► Downstream industries based on the proposed iron and steel mill and aluminum smelter. These include steel profiles, structural shapes, flats and angles, cotter pins, clips, springs, coat hangers and wire mesh, aluminum profiles, roofing sheet, wire, conduits, soft drink containers, containers for liquefied petroleum gas, rivets and screws.

► A wide variety of metalworking and foundry-forging industries, including parts for the automotive, industrial and agricultural equipment industries, as well as machine tools, pins, blocks, wedges, etc.

► Plastic items, including toys, kitchen and household equipment, plastic fiber products, and furniture parts.

► Food processing, particularly of domestically-produced products such as tropical fruits.

► Electrical and electronic equipment.

The Government of Trinidad and Tobago has indicated that it is seeking foreign participation, especially in those industries which have export potential, which bring in new technology, or offer attractive employment opportunities.

In general, the government expects that foreign investment will be in the form of minority participation with local capital. A favorable balance of payments structure facilitates repatriation of earnings or licensing fees, although approval of the Central Bank is required on all foreign exchange transactions.

While Trinidad and Tobago is not a low-wage country, the English-speaking labor force is relatively well educated and adaptable for training in specialized skills. Labor in most industrial plants is unionized. Employment conditions are governed by an Industrial Relations Act, which includes provision for judicial resolution of industrial disputes which cannot be resolved at the collective bargaining level through an Industrial Court. Trinidad and Tobago is a functioning democracy with a stable political outlook and favorable economic prospects.

Development of infrastructure is an integral part of the industrial development program, and while bottlenecks are now occurring in some public services, these problems are expected to be resolved by the time actual production from new industries gets under way.

Trinidad and Tobago is a member of the Caribbean Community, and many products manufactured there are eligible for preferential access to other markets in the English-speaking Caribbean. Trinidad and Tobago has been designated as a country eligible to benefit from the U.S. Generalized System of Preferences, providing for duty-free entry to the United States on a wide range of products, and from similar schemes of other major industrial countries.

Planning for these industries is centralized in the Industrial Development Corporation, a dependency of the Ministry of Industry and Commerce, with offices in New York and Port of Spain. The Commercial Office of the United States Embassy in Port of Spain is also available to provide assistance, either directly or through the U.S. Department of Commerce, Room 4036, in Washington.

Greek Visit Moved To Spring

The visit to the United States of a delegation of Greek businessmen and officials, which had been scheduled for this month, is being postponed until next spring. To be led by Christos Panagos of the Athens Chamber of Commerce, the group will foster trade and investment ties with the United States. Contact Ann Corro, Room 1014, U.S. Department of Commerce, Washington, D.C. 20230; telephone, 202-377-3945.

Calendar For World Traders

Oct. 26—San Diego—Annual Export Workshop sponsored by World Trade Assn., 714-293-5395.

Oct. 31-Nov. 1—Los Angeles and San Francisco—District Office seminars on Arab Boycott. Speaker: Stanley Marcuss, Deputy Asst. Sec. for Domestic Commerce.

Nov. 1—Seattle—District Office seminar on changes in Schedule B, Sea-First National Bank Auditorium.

Nov. 1 — New York — FCIB Roundtable Conference (annual meeting), Summit Hotel.

Nov. 1-3—Chicago, Rockford, Peoria and Moline—Export commodity classification briefing sessions. Sponsor: Commerce District Office, 312-353-4450.

Nov. 3—Houston—District Office seminar on Arab Boycott. Commerce speaker: Stanley Marcuss.

Nov. 3—New Haven—Connecticut District Export Council/Greater New Haven Chamber of Commerce seminar: Iran and the Near East. Speaker: Michel Smith, Commerce Action Group for the Near East.

Nov. 3—Chicago—Seminar on Expanding Trade and Cooperative Ventures in Hungary, Hyatt Regency. Information: Robert L. Friedlander, 312-236-8745.

Nov. 3-4—Point Clear, Ala.—15th annual meeting of Alabama-Mississippi District Export Council, Grand Hotel. Reservations: Blair Weamer, 205-254-1331.

Nov. 4—New Orleans—District Office seminar on Arab Boycott. Commerce speaker: Stanley Marcuss.

Nov. 4—New York—World Trade Institute seminar: Selling through Procurement Programs. Commerce speaker: Michel Smith of CAGNE.

Nov. 7—Cambridge, Mass.—Seminar on market for U.S. environmental technology in Soviet Union. Sponsors: Commerce Dept., Harvard Univ. Russian Research Center. Information: Marshall I. Goldman, 617-495-4037.

Nov. 8—San Francisco—Seminar on Expanding Trade and Cooperative Ventures in Hungary, St. Francis Hotel. Information: Thomas McAteer, 415-392-4511.

Nov. 8—Philadelphia—International Trade Development Assn. meeting. Speaker: Albert Planagan, CAGNE.

Nov. 8-10—New York—Three American Management Associations' briefings: Argentina, Andean Common Market, and Chile.

Nov. 9—Salt Lake City—Utah District Export Council Workshop on Japan. Commerce's Art Miyakawa will speak.

Nov. 9—Pittsburgh—District Office seminar on Iran and the Near East. Speaker: Donald Ryan, CAGNE.

Nov. 9—New York—FCIB Book Exporters Credit Group meeting, Summit Hotel.

Nov. 9-10 — Washington — American Bar Assn. seminar: Current Legal Aspects of Doing Business in the European Economic Community, Mayflower Hotel. Information: 312-947-3950.

Nov. 10—Chicago—Seminar on Trade Opportunities and Pitfalls in the Soviet Union and Eastern Europe, Holiday Inn/Chicago City Centre. Sponsors: International Trade Club of Chicago, Commerce's Bureau of East-West Trade. BEWT's Robert B. Dollison will speak. Information: 312-341-9021.

Nov. 10—New York—Overseas Automotive Club meeting, Summit Hotel.

Nov. 10—Erie—Chamber of Commerce and Trade Executives Club seminar on Iran and the Near East. Commerce speaker: Donald Ryan, CAGNE.

Nov. 10—New York—Seminar on Expanding Trade and Cooperative Ventures In Hungary, Waldorf Astoria. Information: Robert Friedlander, 312-236-8745.

INTERNATIONAL BUSINESS REPORTS

World Automotive Market. Published by Automobile International. 47th edition. 44pp. $10 ($12 airmail outside U.S.).

Contains updated statistics and charts of value to firms interested in international automotive marketing. Includes 1976 world vehicle production in 29 countries; 1976 world trade in new motor vehicles; world motor census as of Jan. 1, 1976; 1976 U.S. exports of vehicles, parts, accessories and service equipment. Utilizes statistics gathered with the aid of leading automotive associations around the world.

Write: WAM, Automobile International, 386 Park Ave. South, New York, N.Y. 10016.

1977/78 Korean Trade Directory of New York. Published by Korean Consulate General, New York. 136pp. $5.

Comprehensive publication covering Korean traders' branch offices in New York, independent Korean companies, government and public organizations, including banks, plus statistical data.

Write: Korean Trade Promotion Center, 460 Park Ave., 4th Floor, New York, N.Y. 10022.

1977-78 Economic Handbook of the Machine Tool Industry. 9th edition. $15.

Compilation of current and historical facts and figures about the U.S. machine tool industry and world trade in machine tools. Features more than 200 statistical tables; more than 40 charts; a margin index for quick reference; explanatory notes to show the scope and limitations of selected data series; and chapter introductions to give perspective on the information covered.

Write: National Machine Tool Builders' Association, 7901 Westpark Dr., McLean, Va. 22101.

Brazilian-American Business Review. Published by Motivational Communications, Inc., and Brazilian-American Chamber of Commerce. 72pp. $10.

Reference guide to the infrastructure of Brazilian-American business activity, including the addresses of hundreds of businesses, organizations and individuals. Report of recent government activities affecting commerce between the two countries is included.

Write: Motivational Communications, Inc., 175 Fifth Ave., New York, N.Y. 10010.

Germany: Practical Legal Guide on Costs and Fees, Court Procedures & Commercial Law. September 1977. 368pp. $24.50.

Designed to provide general legal practitioners, corporate attorneys, business executives and other individuals or companies engaged in business with Germany, with information about the operation, implications, costs and timing of legal proceedings there.

Write: Hoyer Verlags GmbH, Kiefernweg 16, 3300 Braunschweig, West Germany.

Creative Selling Through Trade Shows. By Al Hanlon. October 1977. 244pp. $12.50.

Yearly expenditure on trade shows in this country is more than $2 billion. The author, president of a firm that designs and fabricates trade show exhibits, claims that annual sales volume can be increased up to 500 percent through trade show representation. Designed for manufacturers of all types of products from costume jewelry to computers, the book deals with such topics as choosing the right exhibit for the right show, setting sales objectives, increasing incentive among staff and prospective customers, manning exhibits effectively, qualifying sales leads, booking orders, and creating exhibits that will attract attention and display the product effectively.

Write: Hawthorn Books, Inc., Publishers, 260 Madison Ave., New York, N.Y. 10016.

The Emery Way to the Middle East and Africa. Free.

Brochure containing specific information on airport conditions, handling procedures and facilities in nine Middle Eastern and two African nations.

Write: Emery Air Freight, Box 322, Wilton, Conn. 06897.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises, and details on major construction and expansion projects.

Licensing, Investment Abroad

IVORY COAST — Bureau of Industrial Development has prepared project descriptions (in French) of investment possibilities. Projects include a **knitwear plant; cigar boxmaking facility; readymade clothing factory; tannery; factories for producing lumber and wood products; toy plants; and facility for producing cassava starch.** Projects are in range of small to medium sized, calling for investments of $200,000 to $4 million. Additional information available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77957. OPIC.

0781, 1781, 4971 — SAUDI ARABIA — French firm desires ties with U.S. firms for work in Saudi Arabia. **Landscape contracting, construction of drip irrigation systems for agriculture, drilling of water wells and treatment of saline or brackish water for agricultural use** are services to be performed. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77951. OPIC.

1500, 1600, 8911—NIGERIA—Firm desires U.S. partner for **building and road construction and civil engineering work.** Company is involved in haulage of petroleum products, repair of automotive vehicles and erection of structural steel and frame building. Employs about 1,500. U.S. partner would contribute capital and expertise. R. A. Alakija, P.O. Box 42, Ibadan. Telex, 31159; cable, LUBARICO, Ibadan. P-77952.

2311, 3537, 3715—NIGERIA—Firm currently engaged as international freight forwarders and shipping agents wish to expand. Interested in distributor or joint venture arrangement for **materials handling equipment and truck trailers.** Also wishes to import men's safari suits. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77932.

2431, 2511, 2521 — EGYPT — Government controlled company seeks U.S. joint venture partner to manufacture **wooden doors and windows and wooden household and office furniture.** Products would be marketed in Egypt and neighboring Arab and African countries. Egyptian company would furnish land, building, lumber, management and marketing outlets; U.S. partner would provide machinery, know-how. Established in 1962 as merger of all lumber importing companies, company employs 2,000. Magdy El-Dardiri, Chmn., Mng. Dir., Societe Commerciale Des Bois FABAS, 1 Rue Sit Misr, Wardian, Alexandria. P-77933. OPIC.

2650 — SAUDI ARABIA — Agricultural group interested in purchasing **lightweight, disposable fiber or cardboard containers for wholesale packaging eggs and vegetables.** Highly developed program has greatly expanded field crop production and includes modern poultry operation and dairy unit. Ken Edwards, Yamama Hotel, P.O. Box 1210, Riyadh. Telex: 20056 Akeel SJ. P-77934. OPIC.

2834—INDIA—Seeks technical collaboration with U.S. firms to establish plant to produce **pharmaceuticals such as prostaglandins, antibiotics such as clindamycin, and chemicals derived from natural products such as vinca rosia and diosgenin.** Firm employs 150, has annual sales of about $65,000; it manufactures pharmaceuticals including anti-malarial drugs, anti-asthamatic tablets, tranquilizers and other generic products. D. B. Gupta, Mng. Dir., Lupin Laboratories Private Ltd., 159 C.S.T. Road, Kalina, Santa Cruz (East), Bombay 400 029. Telex, 011-5587; cable, LUPINLAB-Bombay 29. Mr. and Mrs. Gupta plan to visit New York, Washington, D.C., Florida and San Francisco beginning about Oct. 20. They may be contacted c/o Dr. Atma B. Gupta, Dept. of Chemistry, Brookhaven National Laboratory, Upton, New York 11973. Telephone: 516-345-4390. P-77949. OPIC.

2842—GERMANY—Seeks two-way collaboration with U.S. firm to distribute and/or produce under license **specialty chemical preparations used by entire metal processing industry, automotive industry, and in repair shops.** German company, which manufactures above line, was established in 1950, employs 150, has annual sales of $18 million. Mr. Hamm, Chemische Werke Kluthe KG, Bottlieb-Daimler-Str., P.O.B. 101869, D-6900 Heidelberg. Telephone, 06221/27361/20005; telex, 461 705. P-77935.

2891 — BOLIVIA — Seeks technical know-how to produce **silicone sealant.** Jorge Saravia, Kolob Enterprises S.R.L., P.O. Box 1633, La Paz. P-77936.

2891—MEXICO—Seeks licenses to manufacture **sealants and adhesives for automotive industry.** Established 1947, small Mexican company manufactures these items, wishes to expand its product line. Ing. Luis H. Soria, Jefe De Division Industria, Placosa, S.A. De C.V., Calle San Andres Atoto No. 19, Naucalpan De Juarez, Edo. De Mexico. Telephone: 576-1844. P-77937. WTDR.

2911, 2992—KOREA—Seeks collaboration with U.S. firm to manufacture under license or obtain raw materials for final processing of **rust preventatives, rolling (quenching) oil for rolling mills.** If neither alternative is possible, firm will consider importing these products for resale. Y.S. Mok, Chief, Production Sec., Ihwa Oil & Fat Industry Co., Ltd., 96 Choup-Dong, Busanjin-Ku, Pusan. P-77938. OPIC.

3079, 3229—FRANCE—Seeks licenses to manufacture **replica car bodies in plastic and fiberglass.** Established 1969, firm employs 12 and imports, distributes, manufactures these products. Francois Benais, Pres., Marland, 136 Blvd. Suchet, 75016 Paris. Telephone: 524-0370. P-77939.

3079, 3259—FRANCE—Firm that manufactures light panels for building fronts seeks licenses to manufacture other **light equipment for building industry.** Founded 1923, firm employs 100, has annual sales of $5 million. Imports building glassware and insulation materials. C. Weyl, Commercial Mgr., Emaillerie Alsacienne, 82 rue de la Republique, Hoenheim, F 67800 Bischhein. Telex, 890367 F; telephone, 88-33.73.69. P-77940.

3161 — FRANCE — Manufacturer of luggage, attache cases, vanity cases and leatherware interested in licenses to produce **luggage with new-to-market synthetic materials.** Firm has excellent reputation. Established 1948; has 950 employees, including 50 salesmen. Eugene Lismonde, Ass't. Gen. Mgr., Superior, 13-17 rue Fabre, 25009 Besancon Cedex. Telex, 360019 F; telephone, 81-80.62.44. P-77941.

3253, 3263—ZAMBIA—Seeks U.S. equity or technical partners in new venture involving manufacture of **ceramic products.** Firm is particularly interested in production of **floor and wall tiles and possibly tableware.** Raw materials which include china clay, ball clay, gypsum, feldspar, quartz, sand and talc are available in Zambia. Company is largest State firm charged with responsibility of spearheading development of new industries. Zambian concern requests firms to submit offers for feasibility study, for which terms of reference are:

(a) marketing analysis and pricing—figures exist for demand for both glazed and unglazed tiles, but study will be expected to include market appreciation of ceramic goods in addition to considering technical and processing aspects; (b) raw materials — preliminary tests indicated suitability of available raw materials for a ceramic plant, and study would be required to comment on quantity and quality of these raw materials; (c) capital and production cost; (d) financial analysis. Interested firms should respond not later than Nov. 11 to Mng. Dir., INDECO Ltd., Zimco House, Cairo Road, P.O. Box 1935, Lusaka. Telex, ZA 4180; cable, INDECO. Copies of correspondence should be addressed to Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77956.

3255, 3271—SUDAN—Seeks joint venture partner for establishment of **brick factory.** Feasibility study completed by West German consultants. Project is valued at $10 million with production of 15,000 bricks

per day. Company desires equity partnership with possible technical assistance, management agreement. Commercial Mgr., Sudanese-Kuwaiti Investment Co., P.O. Box 1745, Khartoum. P-77942. OPIC.

3261—ECUADOR—Firm seeks joint venture arrangement with U.S. company for manufacture of **fiberglass bathroom** and **plumbing fixtures**, for example, vanity tops, sinks, tubs, walls. Ecuadorean concern also seeks joint venture for manufacture of **plexiglass products**. For additional information: Ms. Bertha Dolberg de Gonzalez, Inca Satellite Co., Edificio Benalcazar Mil, Quito. Ms. Gonzalez will be in U.S. for approx. 3 months; U.S. address, 844 Maywood Ave., Maywood, N.J. 07607. P-77964.

3281—MEXICO—Seeks to locate U.S. firm interested in offering capital for joint venture. Firm operates **limestone plant** with average production of 55 tins per day; however, present production is not sufficient to meet expanding demand. Questions such as scale of production of limestone, gysum and by-products and expansion possibilities, will be decided after business arrangements with prospective partner have been negotiated. C. P. Rafael Orozco Salazar, Mgr., Calizas Universales, S.A., Aptdo. Postal No. 199, Tehuacan, Puebla. WTDR. P-77943.

3321, 3469 — SWEDEN — Representative for large Swedish shipyard will be in U.S. commencing Oct. 20. Interested in licensing arrangement to produce **castings and heavy machine parts.** Shipyard, Kockums Varv AB, established 1840, employs 5,000; maintains modern equipment used for precision handling of pieces weighing up to 100 tons. The representative, Lennart Ekstrand of AB Saljkonsult, Karptensgaten 13, S-11457 Stockholm, can be reached during his expected two month stay in U.S. c/o Maytronic Inc., P.O. Box 460, 1485 Garden of the Gods Road, Colorado Springs, Colo. 80901. Telephone: 303-598-6377. P-77966.

3356 — SWEDEN — Seeking **newly developed products** to be manufactured under license in Sweden as well as in Brazil. **Welded pipes, shop fabricated fittings and pipe work in carbon and stainless steel for pipeline and offshore industry** have so far been main products and services of this company. API as well as Det Norske Veritas approvals have been granted to firm for its spirally welded pipes. Company is approved as suppliers to BP, Esso, Mobil, Shell. Contact: Swedish Trade Commissioner, P.O. Box 27459, Houston, Tex. 77027. Telephone: 713-626-8850. P-77960.

3362—SWEDEN—Company is looking for licenses to manufacture new products. Has diversified product program; main products include **marine equipment such as crankshafts, propeller shafts, rudderstocks and other ship components of cast steel.** Also manufactures **hydraulic presses, steam domes for marine boilers, internal parts for atomic reactors.** Besides heavy steel products mentioned, firm also makes advanced hospital equipment. Sales for 1976 were $45 million; employs 1,000. Contact: Swedish Trade Commissioner, P.O. Box 27459, Houston, Tex. 77027. Telephone: 713-626-8850. P-77962.

3443—BELGIUM—Manufacturer of **pressure vessels (heat exchangers, reactors, mixers)** seeks to manufacture this equipment under license for chemical, petrochemical, pharmaceutical industries. Firm produces its equipment from stainless steel, titanium, aluminum, nickel alloys. Annual sales, around $2.8 million. Jacques de Kriek, Director, Welders, S.A., Wijngaardveld, B-9300 Aalst. Telephone: 053-77-76-77, 77-77-09, 77-77-41. P-77967.

3443 — SWEDEN — Seeks to manufacture under license **new products.** Company has well established reputation of **sound engineering and manufacturing know-how of heavy steel products and extensive tank and piping constructions.** Firm manufactures and erects large bridge sections in steel, columns for semi-submersible drilling platforms, water towers and tanks and pipings for refineries and sulfuric acid factories. Company has special branch for maintenance, repairs, services of machinery and equipment for industry and shipping; total sales for 1976, $50 million; employs 1,400. Contact: Swedish Trade Commissioner, P.O. Box 27459, Houston, Tex. 77027. Telephone: 713-626-8850. P-77959.

3444—FRANCE—Joint subsidiary of two large firms seeks licenses to produce equipment using sheet metal. Products of particular interest include **airport equipment and material handling machinery; transportation and special equipment for dangerous materials such as containers for nuclear radio active waste; minibus or minicoach in cooperation with U.S. automobile manufacturers in France; medium size pleasure boats with metallic hull (approximately 6 passenger capacity); equipment for solar or wind energy, heat conservation.** Firm fabricates railroad, rolling stock, subway cars; provided cars for Montreal, Mexico City subway systems; employs 1,100. Jean Claude Saurel, Mgr. Compagnie Industrielle de Materiel de Transport, 42, avenue Raymond Poincare, 75116 Paris. Telephone, 704-5110; telex, 610 119. P-77968.

3531, 3559 — FRANCE — Manufacturer of **materials handling and foundry equipment and special industrial machinery seeks licenses to produce any equipment in same fields.** Firm can install turnkey foundry mills and its engineering group can design special machinery for industry. Markets throughout Europe; employs 140; annual sales, $4 million. J. L. Ayme, Sec. Gen., Societe des Etablissements A. Utard, B.P. 1, congeville en Barlois, F 55000 Bar Le Duc. Telex, 961036 F; telephone, 29-79-36-20. P-77944.

3573—MEXICO—Firm engaged in assembly of microcomputers seeks licenses. Wants to manufacture **semiconductors, peripheral units for data processing equipment, electronic components, electronic test equipment for minicomputers and peripheral equipment.** Concern's sales territory includes Mexico and Central America. Employs 35. Carlos Brena, Gen. Mgr., Intelex, S.A., P.A. De Los Santos 70, Mexico 18, D.F. Telephone, 905-516-9970; telex, 017-72514. P-77945.

3581 — GERMANY — Seeks exchange licenses, know-how for manufacture, assembly, distribution of **vending machines**, particularly those used in dispensing beverages and food products. Established 1960, firm produces and markets vending machines, related products; employs 70; sells throughout Germany. Eugen Schaeufele, Luisenstr. 43-45, D-6050 Offenbach/Main. Telephone: 0611-882792/3. P-77953.

3589—SWITZERLAND—Small manufacturer of steel solid and industrial waste and garbage containers plans to diversify. Seeks licenses to produce **waste and garbage compactors for installation on top of large storage/transportation containers used in office buildings, apartments, industrial plants; machinery and equipment for solid waste recycling** such as waste sorting systems (metal elimination), reprocessing machinery and equipment for recycling glass; **machinery for recycling textile, paper and woodworking wastes.** Firm operates modern plant, well equipped to handle any kind of mechanical and sheet metal work. T. Baertsch, MUCO SE AG, 9492 Eschen, FL. P-77965.

3679—FRANCE—Seeks licenses to produce **electronic transmission systems for remote control and telemetering in steel industry, and microprocessor systems for automatic processing equipment.** Firm presently manufactures pneumatic and electronic automation systems for heavy industry. Established 1969, has 25 employees; excellent reputation. Mr. Baquier, Technical Mgr., SETECA, Societe d'Etudes Techniques et Commerciales d'Automation, B.P. 9, Heillencourt-pres-Nancy, F 54140 Jarville. Telex, Setelex 960580; telephone, 28-51.16.19. P-77946.

3714 — SWEDEN — Seeks to manufacture under license additional products. Company is presently manufacturing **brake equipment, resilient wheels for railway rolling stock as well as brake equipment for heavy road vehicles.** Firm has extensive experience and knowledge in application of heavily strained hydraulic and compressed air systems. Contact: Swedish Trade Commissioner, P.O. Box 27459,

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

Houston, Tex. 77027. Telephone: 713-626-8850. P-77961.

3823 — MEXICO — Seeks to manufacture **electrical measuring instruments** for industrial applications such as meggers and multimeters, which are not yet made in Mexico. Firm seeks technical assistance or other participation from U.S. companies. Alberto Romay Munoz, Motores McMillan, S.A., Lago Meru No. 78-2, Mexico, D. F. Telephones: 905-545-20-84, 572-41-30. P-77954.

3841—IRAN—Firm is interested in entering into joint venture to organize and market medical **diagnostic centers with complete paramedical equipment including measurement of height, weight, blood pressure, blood diagnostics,** EKG. Presently imports and wholesales medical and surgical instruments. Said Tabibi, Said Tabibi & Co., 69 Shahreza Ave., between Pahlavi and College, Tehran. Cable: ROWSHAN. Telephone: 643207. WTDR. P-77969. OPIC.

3949—AUSTRALIA—Seeks licensing and/or joint venture agreement for production of **recreational playground equipment.** John M. Kraus, Natl. Mktng. Mgr., F & H Evans Bros. Pty. Ltd., 2 Plateau Road, Reservoir, Victoria 3073. P-77970.

3999—FRANCE—Seeks licensing arrangement for manufacture and distribution of **teaching audiovisual programs, all format slides and filmstrip motion picture 16 oz. super 8 video tapes** for various applications. J. P. Lassoeur, Mgr., Sema Sept., 16-18 rue Barbes, 92120 Montrouge. Telephone, 657-1300; telex, SEMETRA 200501. P-77955.

5311—SAUDI ARABIA—Largest retailer of residential and office furniture seeks U.S. joint venture partner to establish **department stores** in Eastern Province. Firm also interested in supply arrangement for all sorts of durable consumer goods. Abdulmuhsin A. Almutlaq, Almutlaq Furniture, P.O. Box 1321, Riyadh. Telex, 20179 MUTLAQ SJ; cable, ALMUTLAQ; telephone, 28800 or 22277. P-77947. OPIC.

5411—TOGO—Company seeks U.S. investors for **supermarket** planned for new town—Lome II—which will eventually have population of 60,000. Investment may take form of capital, machinery, technical expertise. Firm established 1975; is importer, distributor of cosmetics and pharmaceuticals; sells in Togo and neighboring West African countries. Additional information from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77958. OPIC.

7392—VENEZUELA—Economic consulting group wishes to form joint venture with U.S. **management consulting firm.** Contact is sought with companies experienced in organization systems, computer systems, data processing. Up to 49 percent equity would be available to U.S. partner. Company is highly regarded in government, banking, commercial circles. Carlos Acedo Mendoza, Presidente, CONECAM, Aptdo. 51397, Sabana Grande, Caracas 105. P-77948.

West Berlin Offers Incentives To Investors

The Federal Republic of Germany has promulgated a comprehensive program whose purpose it is to maintain the vitality of West Berlin's economy, to assure strong economic growth rates, and to insure that living standards and the quality of life remain on at least the same level as those of West Germany. Berlin's economy is a natural extension of that of West Germany and the European Economic Community, and it is with them that the city has linked its present and future plans for development and expansion.

West Berlin is the largest commercial and industrial metropolis between Paris and Moscow. Berlin is one of the most significant concentrations of industry in the European Community, with output exceeding $8.3 billion per annum and over 850,000 men and women employed—including 200,000 in industry alone—out of a population of about two million. In 1975, Berlin's gross national product amounted to an impressive $15.8 billion. A little over 7 percent of the territory within the city limits, equivalent to approximately 18,800 acres, is reserved for industrial use. The city government is prepared to assist in procuring suitable sites for industrial construction.

Financial incentives are available to everybody engaged in business in Berlin, including foreign enterprises, their branches, or subsidiary companies. Under the incentive program, investors are beneficiaries of a broad spectrum of preferences, including favorable tax treatment, direct financial subsidies, and other direct and indirect supports. These incentives would include: reduced value-added taxes, accelerated depreciation and special tax rates for corporation and individual income taxes, financial assistance, including sales financing and income tax reductions and/or tax free bonuses for employees. Industrial and commercial enterprises may obtain loans from the European Recovery Program to finance new Berlin facilities, or expand or increase the productivity of existing facilities.

To obtain further information on investing in Berlin and a recently published brochure, entitled, *Invest and Grow With Berlin,* contact K. Erich Rombach, Counselor, Economic and Commercial Affairs, Embassy of the Fed. Rep. of Germany, 4645 Reservoir Road, NW., Washington, D.C. 20007. Telephone: 202-331-3341.

Colombian Firm Seeks Woodworking Equipment

A Colombian lumber company is interested in obtaining woodworking machinery in order to diversify into the manufacture of furniture. The firm's needs include **general sawmill equipment, two drying kilns (12 cu. m. and 26 cu. m.), a power plane, two band saws, a circular saw and a molding machine.** The company will be processing assorted tropical white woods. Write (preferably in Spanish): Hernando Quintna R., Gerente, Corporacion Forestal De Cundinamarca S.A., Apartado Aereo 12980, Bogota, Colombia. Firms responding to this opportunity are requested to send a copy of their correspondence to Assistant Commercial Attache, U.S. Embassy, Bogota, APO New York 09895. P-77930.

Ecuador Seeks Investors For Priority Projects

Ecuador's Center for Industrial Development, CENDES, is seeking U.S. investors for projects included in Category A of the National Development Law. The projects include facilities for production of **soybean oil, soybean meal and corn meal; a sugar mill and plant to produce panela (an edible solid derivative of sugar cane); a plant for production of canned pineapple chunks; and a peanut butter factory.** Preferential treatment will be given to the investments. Interested firms should contact the Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77931.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a licensing agreement, write to the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

AUSTRALIA—"Vapocure" process; essentially an energyless drying process for all types of surface cuttings in which specifically formulated coatings can be catalyzed to dryness in seconds or minutes at room temperatures. Ideally American printing ink or adhesive manufacturers would be potential licensees. A. D. McInnes, Mng. Dir., Vapocure International Pty. Ltd., P.O. Box 84, Crows Nest, N.S.W. 2065. File 3589.

AUSTRALIA — Spiral carbide cutters. Speedmax Pty. Ltd., 37 Stafford St., Huntingdale, Vic. 3166. File 3590.

GERMANY—Patented method for produc-

tion of foam polystyrene containers and accessories for use in hydro-horticulture and hydro-gardening. Armin Hoellwarth, Buergerstr. 35, Postfach 1351, D-6070 Langen. File 3591.

GERMANY—Patented method for production of collapsible, disposable, cardboard bird houses and feeders. Armin Hoellwarth, address above. File 3592.

GERMANY—Fire escape spiral chute designed for multi-storied high-rise buildings; adaptable to new or existing buildings. Hans-Erwin Brueck, Fachingenieur fuer Technologische, Umweltschutz-Praktiken, Im Geisberg 3, 5500 Trier. File 3593.

GERMANY — Vending machines particularly for beverages and foods. Eugen Schaeufele, Luisenstr. 43-45, D-6050 Offenbach/Main. File 3594.

GERMANY — Wood veneer "wallpaper"; patented, flexible. Genuine wood, available in natural wood colors, and in square or rectangular plates. Willy Rippenberg, BOGA Echtholz-Flexplatten, Adlerstr. 80, 4130 Moers. File 3595.

NEW ZEALAND—Solid fuel heaters, said to be pollution-free. Neil Martin, Mng. Dir., Bosca Industries, Ltd., P.O. Box 5494. Frankton, Hamilton. File 3596.

SWEDEN — Robot recapping system for tires; patented in nine countries including U.S. Advantages include one man for eight presses, hence improved productivity over present systems, according to the Swedish company. Soren Richter, Mng. Dir., SIR-AB, Box 2019, S-561 02 Huskvarna. File 3597.

SWITZERLAND — Electronic voltage divider and bench power supply equipment with automatic range switching. Dr. K. Witmer, Elektronik AG, Seestr. 141, 8703 Erlenbach. File 3598.

SWITZERLAND — Stainless steel fitted sink, with shower attachment for rinsing and washing dishes. W. Biehler, Therma Haushalt AG, CH-8762 Schwanden. File 3599.

UNITED KINGDOM—Flexible intermediate bulk container for granular products. Ideally, potential U.S. licensee should already operate in weaving of industrial polypropylene fabrics and/or should have strong connections in transportation or mechanical handling. British company would set up manufacturing line and advise on plant, machinery and space requirements in U.S., train personnel in its U.K. plants, and supply all necessary technical data and drawings. P. E. J. Held, Mng. Dir., Miller Weblift Ltd., 14 Aylmer Parade, London N.2. File 3600.

Saudi Firm Seeks Welding Equipment, Machinery

A Saudi firm has expressed interest in purchasing a complete package of welding equipment and supplies for a 3,200 square meter facility. The company also plans to produce metal thermos jugs. Currently, the firm builds air conditioning units and water tanks; it seeks quotations from U.S. suppliers prepared to present a package proposal, possibly on a turnkey basis. Write: Sheikh Al-Aissa, Al-Aissa Factory for Development, P.O. Box 48, Dammam, Saudi Arabia. Telex, 60036 ALQURAISHI DAMMAM; telephone, 25205. P-77950. OPIC.

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Direct Sales

Chemical products

2899572—JAPAN—Ink for decalcomania, particularly for transfer of pictures & designs from paper to galvanized rubber wear, incl. skin dive suits; est. annual purchase $30,000. Buyer is importer/distributor of various kinds of screen printing materials, capital $100,000, 1976 sales $1.5 million. Ref.: Sanwa Bank Nagata Branch, Kobe. Reply to—Tatsuo Harada, Pres., Kobun-Sha K.K., 1-26 Aoba-Cho 4-Chome, Suma-Ku, Kobe 654. Tel. 078-73103111.

Concrete products

3273011—SAUDI ARABIA—Dry mixed concrete. Quote c.&f. Jidda. Reply to—Saleh M. Alfadl, Silver Sands, P.O. Box 5780, Jidda. Cable ALFADL, attn: Saleh M. Alfadl. Phone 56964.

Nonmetallic mineral products

3295011 — IRAN — 150,000 kgs. diatomaceous earth (filter aid). Docs. available from Material Department, Haft Tappeh Cane Sugar Agro-Industrial Co., at any of following locations: 4th Fl., Min. of Agriculture & Natural Resources, Bldg. No. 2, End of Azar Ave., Corner of Elizabeth Blvd., Tehran; 139 Sougraat Ave., Amanieh District, Ahwaz; Haft Tappeh (Khuzestan). Diatomaceous earth must meet following specs.: grade fluk—calcined; color white; mean particle size 50 percent less than 15 microns; bulk density (dry) 9.0-9.5 lbs./c.ft.; specific gravity 2.3; screen analysis 9.5-15.0 percent (150 mish) retained; PH 10 percent water slurry 7.5-10.0; water absorption 240-245 percent; moisture content 0.10-0.50; ignition loss 0.2 percent; organic matter 0.00 percent; total acid solubility 1.0 percent; typical chemical analysis—SI02 86-90 percent; AL203, 4.0; FE203, 1.3-1.5; P205, 0.2; TI02, 0.2; CA0, 0.5; MG0, 0.6; NA0 plus K 20, 3.3. Send 2 kg. of material with bid as sample. Submit bid to—Haft Tappeh Cane Sugar Agro-Industrial Co., P.O. Box 75, Ahwaz, Iran. Refer to bid no. 2-36-13. Bid deadline Nov. 25.

Steel mill products

3312019 — MOROCCO — Supply of 3,000 single-piece railroad wheels for National Railway System. Financed by Moroccan Central Govt. investment budget. Bidding file & wheel design available from Dept. of Commerce, TOP, Rm. 2321, Washington, D.C. 20230, tel. 202-377-2251. Submit bids to—Monsieur Le Chef Du Ser. Administratif, Div. Approvisionnements De L'O.N.C.F., 2, Rue Halab, Rabat. Telex APPROV. 319.69. Refer to bid no. 75150. Bid deadline Nov. 30.

Non-ferrous metals

3356943—WEST GERMANY—Magnesium sq. tubes (extruded & weldable) for screen printing frames. Sizes: 1) 52x38 mm., pipe wall thickness 1.65 mm.; 63x45 mm., pipe wall thickness 2.36 mm.; 3) 75x38 mm., pipe wall thickness 2.36 mm. Quote c.i.f. Rotterdam. Est. 1908, employs 30, annual sales about DM 3 million. Financial refs.: Dresdner Bank AG, & Deutsche Bank Ag, both in Viersen. Direct sales for processing & resale. Reply by fastest means to—Herr Walther, Anton Hurtz GmbH & Co. KG, Postfach 3108, 4054 Nettetal 1, Germany. Cable ZELLENHURTZ; telex 854227; tel. 02153/2188.

Fabricated structural metal products

3441341—INDIA—85kms of 220 KV double circuit transmission line towers & accessories for Gujarat's power transmission & distribution project. IDA financed. Tender docs. available for RS. 100 (about $11.36) from Chief Engineer (P&P), Gujarat Electricity Board, Vidyut Bhavan, Race Course, Baroda 390 007, India. Refer to bid no. IDA/604/GEB/10. Bid deadline Dec. 30.

3494100-300, 3823000, 9915108 — SINGAPORE—Mfr., test & deliver double-flanged sluice valves, double-flanged motorized butterfly valves. Mfr. test & deliver 5 units 800 mm dia. (nominal) double-flanged butterfly valves (high pressure), for installation on vertical pipeline. Mfr., test & deliver 3 units 900 mm dia. (nominal) double-flanged non-return valves, flow measuring instruments (venturi tube). Provide all plants, materials & labor to install & commission, incl. trenching, cable-laying & reinstatement of trench. Tender docs. available from below address upon payment of S$500 (approx. US$200) deposit to "Public Utilities Board". Financed from loan given to Public Utilities Board by Asian Dev. Bank. Only tenderers from countries which are members of Bank or

from Luxembourg allowed to tender. Obtain bid docs. from—Chou Tai Choon, Chief Water Engineer, Water Dept., Public Utilities Bd., 13th Fl. Pub. Bldg., Somerset Rd., Singapore 9. Bid deadline Nov. 29. Refer to tender form no. WE 45/77.

Construction, mining, materials handling machinery, equipment

3531000 — INDONESIA — Min. Public Works & Electric Power invites sealed bids in triplicate from eligible suppliers & mfrs. through agent in Indonesia, for immediate supply construction equipment for Teluk Lada area development project to be financed under ADB loan no. ADB-243 IND. Tender docs. available for rupiah 7,500 (approx. $18.07) from Ir. Moebagio, Dir. Logistics, Directorate Gen. Water Resources Dev., Rm. No. 338, Jalan Pattimura No. 20, Kebayoran Baru, Jakarta Selatan, Indonesia. Refer to bid no. 02/DITJENAIR/TLD/77. Bid deadline Nov. 28.

3531460—GREECE—Supply of 3 mobile hydraulic cranes, one 15-ton lifting capacity, two 8-10 tons. Financed from PPC's budget. Bid docs. available free from—Public Power Corp. (PPC), Purchasing Dept., 55 Stournari St., Athens (102). Refer to bid no. DMKM-3710-3712/19. Bid deadline Nov. 29.

3533417—GREECE—Supply complete truck-mounted rotary drilling rig, with top head drive for exploration & water well drilling. Financed from PPC's budget. Bid docs. available free from Public Power Corp. (PPC), Purchasing Dept., 55 Stournari St., Athens (102). Refer to bid no. DORY-1912/19. Bid deadline Nov. 28.

Metalworking machinery

3541152-192-430-551-599-911, 3545298, 3547353—PAKISTAN—One self-contained high-speed, vertical boring machine; 2 self-driven, vertical precision grinding machines for internal grinding of diesel locomotive cylinder liners; 1 electric motor-driven dynamic balancing machine for balancing traction motor armatures, M-G set armatures & train lighting dynamo armatures; 5 capstan lathes with preoptive heads for machining small & medium-size jobs of cast iron, steel & non-ferrous metals; 1 heavy-duty horizontal boring machine; 1 horizontal surface grinding machine for producing flat surface extremely close tolerances & for grinding work having grooves, shoulders, recesses & intricate dies & tools; 1 self-contained, medium-duty, combination turret lathe; 1 roller straightening I.T.U. (iron of I shaped, T shaped, U shaped) & angle iron, rails, etc. All above with spares for 3 yrs. maintenance. Submit c. & f. Karachi & f.o.b. port of embarkation quotations separately on basis of full liner terms valid for 60 days after bid deadline. Bidders must indicate shortest delivery period in terms of shipments which would be treated as essence of contract. Financing through IBRD loan equivalent to U.S. $60 million. Tender docs. must be purchased from address below or from District Controller of Purchase (Inspection), Pakistan Railways, Karachi Cantonment, Pakistan for $12.50 per set including airmail postage, prior to submitting offers. Reply to—Secretary, Railway Board, Ministry of Railways, Pakistan Railway Hqs., Empress Rd., Lahore. Refer to bid no. PR-1/77/PMP/7. Bid deadline Nov. 27.

Special industrial machinery

3551461—PAKISTAN—Complete machinery & equip. (new or reconditioned) for carbonation, refrigeration, filling of glass bottles, conveying, capping, mixing, washing, etc., for 180-bottles/min. plant. Requests c. & f. Karachi quotations for beverage machinery which it may submit to Pakistani authorities for obtaining a no objection certificate and then import license. Unless co. has complete offer from foreign mfr/supplier its application would not be entertained, as the no objection certificate when issued bears name of supplier and particulars of machinery. Cable exact price quotation ASAP. Cable—Khawaja Mohammad Yunus, Mng. Dir., M. Muzaffar-Uddin Tannery Ltd., Mehr Dastgir Bldg., Lohari Gate, P.O. Box 24, Multan, Pakistan. Cable MUZAFFAR; tel. 72036.

3554000 — ARGENTINA — Construction bleached kraft pulp mill in Puerto Esperanza, Misiones Province. Complete processing facilities needed—woodyard equip., cooking & drying equip., water & effluent treatment equip. & power generation equip. Detailed list equip. with specs available from Dept. of Commerce, TOP, Rm. 2321, Wash., D.C. 20230, tel. 202-377-2251. Kraft pulp mill capable producing 172,000 m/t/yr. bleached, semi-bleached, & unbleached softwood kraft pulp. Financing project, which will cost $349.5 million, will be as follows—$83 million in loans from IDB, $20 million in loans from export promoting institutions, & $56.75 million in loans negotiated with overseas banks. Local funds will come from share capital of $134 million, Banco Nacional de Desarrollo loan of $40 million, & other loans of $15.75 million. Value imported goods totals $63 million f.o.b. Plant will take 4 yrs. to construct. Goods to be financed with IDB loan will be subject to bidding of companies of member nations of IDB. Deadline for submitting complete catalog machinery, list of refs & operating installations, & copy of last annual report for prequalifications is Nov. 30; this is not actual deadline for bids. Suppliers which Alto Parana S.A. prequalifies will be notified of date & procedures for bids. Spanish quotation preferred but English acceptable. Submit info by Nov. 30 to—Alto Parana S.A., Av. Leandro N Alem 356, Piso 11, Attn. Prequalification, 1003 Buenos Aires, Argentina.

3559511—INDIA—36 automatic filling machines for bottling liquefied petroleum gas through pneumatically controlled filling heads in steel cylinders of approx. 320 mm dia. & 620 mm overall height. Tare weight of steel cylinders from 14 km to 19 kgs; net weight of LPG—15 kgs. nominal. LPG consists of commercial butane/propane with vapor pressure of 16 KGF/cm to power of 2 G at 65 degrees centigrade. Firm previously owned by Shell Group of England was recently bought by Indian Govt. It owns refinery & petroleum products distribution operations. Reply to—K. Balagangadharan, Materials Mgr., Bharat Petroleum Corp. Ltd., P.O. Box 1725, Bombay 400 001. Refer to MATS-600.1 (B). No bid deadline stated.

3559562/89 — PAKISTAN — Complete machinery & equip. for shoes upper leather (corrected grains) tanning & finishing unit. Purchaser has budget of $200,000 to $350,000 for this machinery. Requests c. & f. Karachi quotations, delivery time & illustrated technical literature for new and/or reconditioned tanning machinery. Purchaser is old & well reputed large tannery. Wishes to add additional units in tanning. Recommended as good trade contact. Cable—Khawaja Mohammad Yunus, Mng. Dir., M. Muzaffar-Uddin Tannery Ltd., Mehr Dastgir Bldg., Lohari Gate, P.O. Box 24, Multan, Pakistan. Cable MUZAFFAR; tel. 72036.

3559589 — WEST GERMANY — Leather tanning machinery—bandknife splitting machine, 1,800 mm; pneumatic fleshing machine, 2,100 mm; rotating hydraulic sammying machine, 1,600 mm; hydraulic setting machine, 2,100 mm; sammying machine, 1,830 mm wide; wide shaving machine, 600 mm; hydraulic shaving machine, 600 mm; staking machine, 1,600 mm; buffing machine, 1,270 mm wide; triple-nozzle airblast dust removal machine, 1,830 mm wide; hydraulic ironing embossing press, manual, max. pressure 600 tons; hydraulic ironing embossing press, automatic, max. pressure 600 tons; measuring machine, 1,625 mm; liming drum, 2,500 mm; chrome tanning drum, 2,500 mm; vegetable tanning drum, 2,500 mm; dyeing drum, 2,500 mm dia. x 1,700 mm wide; degreasing drum, 2,500 mm dia. x 1,700 mm wide; drum settling out machine. Buyer is Egyptian export/import managing & consulting co. with offices in Egypt & in Stuttgart Consular District. Has long years of experience in export/import business & sales rep. Quote prices c.i.f. Alexandria. Terms of payment—upon agreement. Favorably known to Consulate General. Reply to—COFACO, Commercial Financing Consulting GmbH, Kirschhalde 13, P.O. Box 69, D-7031 Aidlingen 1. Cable COFACO; telex 7265568; phone 7034/5087.

General industrial machinery

3561000, 3621000—TANZANIA—Tanzania govt. will spend over $2 million on water & electricity improvement in city of Dodoma (proposed new capital). Estimates incl. $241,000 for purchase water pumps & $1.2 million for generators. Dodoma water master plan scheduled for completion in 1979. No details available. Interested U.S. suppliers of water pumps & generators should write below address, providing as much technical & price information as possible. It is not yet known whether govt. will call for tenders on this project. Contact—F. K. Lwegarulila, Principal Secretary, Ministry Water Dev., Energy & Minerals, P.O. Box 9153, Dar Es Salaam.

3567319-91, 3569970-98, 3585459, 3829295—PAKISTAN — Four synchronous motor driven, heavy-duty, air-cooled, air compressors, stationary type for displacement of 500 cfm free air/min. delivered at 100 lbs./sq. in.; 3 synchronous motor driven, heavy-duty, air-cooled, air compressor, stationary type for displacement of 300 cfm of free air/min. delivered at 100-lbs. sq. in.; 1 universal hardness testing machine for carrying out Rockwell, Brinell & Vicker hardness tests; 1 induction furnace, crucible type, 1-ton cap; 1 electric driven shot blast fettling unit for preparation & cleaning of iron & steel casting; 1 set portable electrical jacks having lifting cap. 35 tons each to lift diesel electrical locomotives working on 5 ft., 6 in. gauge. All with spares for 3 years maintenance. Submit c. & f. Karachi & f.o.b. port of embarkation quotation separately on basis of full liner terms valid for 60 days after bid deadline. Bidders must indicate shortest delivery period in terms of shipments which would be treated as essence of contract. Financing through IBRD loan equivalent to U.S. $60 million. Tender docs. must be purchased from address below or from District Controller of Purchase (Inspection), Pakistan Railways, Karachi Cantonment, Pakistan for $12.50 per set including airmail postage, prior to submitting offers. Reply to — Secretary, Railways

Board, Ministry of Railways, Pakistan Railway Hqs., Empress Rd., Lahore. Refer to bid no. PR-I/77/PMP/7. Bid deadline Nov. 27.

3569970, 3423100-300, 3541800, 3549411, 3572020, 3574100, 3713000—INDONESIA—Formal written bids invited from U.S. mfrs. for furnishing & delivering to Indonesia of shop tools & equip. for CRP-4 & 5 transportation mobile equip. & light construction equip. Addendum no. 1 for CRP-4 financed under AID loan no. 497-T-039. List of items available from Dept. of Commerce, TOP, Rm. 2321, Wash., D.C. 20230, tel. 202-377-2251. Invitation for bids containing bidding instructions & forms, conditions of contract & equip. specs. available for Rupiah 6,500 (approx. $15.66) from address below or Dir. Logistics, Directorate Gen. Water Resources Dev., Ministry Public Works & Electric Power, Jalan Pattimura No. 20, Blok K-III, Rm. no. 338, Jakarta, by written request accompanying bank check or money order. Obtain bid docs. from—Engineering Consultants Inc., 1901 S. Navayo St., Denver, Colo. 80223, Attn: Project Engineer Citanduy River Project. Refer to bid no. CRP.4. Bid deadline Jan. 5.

Office, computing, acct. machines

3573100—GREECE—Purchase or lease of computer for inventory control. Financed from Greek Govt. budget. Bid docs. in Greek available from—Hellenic Air Force Procurement Ser., 15 Messogeion St., Athens. Refer to bid no. 241/77. Bid deadline Dec. 7.

Electric transmission, distrib. equip.

3612200-3200, 3613100-3700, 3629100, 3643061-62, 3644100—INDIA—Five tenders for Gujarat's supplementary power transmission & distribution project, as follows: 1) 33, 220KV & 18, 66KV current transformers & 12, 220KV voltage transformers; 11, 220 KV & 6, 66KV power circuit breakers; 53, 220KV & 12, 66KV isolators; 27, 198KV lightning arrestors; bid no. IDA/604/GEB/6, deadline Dec. 26. 2) One 100mva 200/66/11/KV 2 winding transformer, bid no. IDA/604/GEB/9, deadline Dec. 29. 3) 17 sets 220KV & 66KV control & relay panels, bid no. IDA/604/GEB/11, deadline Dec. 31. 4) 150 MVAR, 11KV static shunt capacitor banks, switchgear equip., bid no. IDA/604/GEB/7, deadline Dec. 27. 5) 750 kms 54/7/3.18 mm. ACSR "Zebra" conductor & accessories, also 90 kms. 7/3.15 mm. G.I. wire & accessories, insulators & hardware, bid no. IDA/604/GEB/8, deadline Dec. 28. Gujarat project is IDA-financed. Tender docs. available for RS. 100 (about $11.36) for each tender listed from Chief Engineer (P&P), Gujarat Electricity Board, Vidyut Bhavan, Race Course, Baroda 390 007, India.

Communications equipment

3661230 — CYPRUS — Mfr., factory test, supply, deliver c.i.f. Limassol or Larnaca ports, Cyprus, 1, 50, 100, or 500 fancy telephone sets various kinds intended for connection on central battery automatic exchanges, with power supply systems of 50v/2x200 ohms (step by step stronger) & 48v/2x220 ohms (crossbar c 400 & c 460 Hitachi, Japan) or any other system providing max. current of 70 ma on subscriber's line with 25 hz frequency ringing current & 70v voltage at terminals of ringing & signalling machines. Telephone sets should meet latest CCITT recommendations as applicable. Quotations should be in Cyprus pounds net & should provide for firm delivery time & possible credit terms. Tenders should be submitted in duplicate. Obtain bid docs for 3 Cyprus pounds (US$7.35) from George Papaioannou, Chief Engineer, Cyprus Telecommunications Authority, P.O. Box 4929, Nicosia. Refer to contract no. AT.20/77. Bid deadline Jan. 13.

3661233-36—IVORY COAST—Supply (not installation) 25,000 simple subscriber telephone sets. Bid consists of 20,000 dial sets & 5,000 multifrequency push button sets, each with 2nd receiver & built-in ringer. Financed by World Bank. Obtain specs. from Dir. Generale Des Telecommunications, Dir. Des Programmes et de L'Equip., Hotel des Postes, 2eme Etage—Porte 17, Place de la Republique, Abidjan. Refer to bid no. 77-1868/DPT/DGT/DPE/M. Bid deadline Dec. 3.

3662165—TUNISIA—Ground transceivers as follows—12 base stations & 38 mobile stations with following characteristics, frequency 148 to 174 mhz; no. channels, 6 min., 12 max.; spacing between channels, 25 khz; traffic, simplex; phase or frequency modulation, output power as indication, 6W for 5 km. range & 15W for 20 km. Tender docs. & specs. available for about $47 each, by bank transfer or int'l money order, from Tunis Air Service Achats, Direction Technique, Aeroport de Tunis-Carthage, Tunisia. Telex SITA 12283 TN.; tel. 282.891. Bid deadline Nov. 30.

Ship building, repairing

3732530-40-50-61-63-65 — LEBANON — Supply of new search & rescue marine boat with approx. & min. dim. & performance capabilities — loa — 13.00 meters; beam—3.75 meters; draft 1.20 meters; vessel must be capable giving limited assistance in case of fire, & capable spraying oil dispersant chemicals. Engines—2 marine diesel freshwater cooled; speed—flank-light load 26 kts, cruise operational 22 kts; fresh water cap.—300 liters; complement—4 crew, standard. Hull design must be in accordance with operational requirement of craft, & shall provide for seaworthy hull form capable withstanding adverse sea conditions & providing for high performance potential, with emphasis on dry boat, & stable rescue platform. Hull construction must be to requirements of any classification society approved by Dir. Gen. of Transport, Beirut, & relative reference be made in offer. Hull material may be of glass reinforced polyester (grp); wood (grp sheeted); marine aluminum; marine steel. Delivery—1 yr. from notification. Deposit — 20,000 Lebanese pounds (US$1.00=LL. 3.10) or bank guaranty issued by acceptable bank in name of Directorate General of Transport or state treasury valid for participation in tender. Delay penalty—50 Lebanese pounds/day. Offer valid for 90 days after notification. Mode of payment not defined. Book of condition (in Arabic) with tech. spec. (in English) available from Min. Public Works & Transport, Directorate Gen. Transport, Office of Tenders, Beirut. Bid deadline Nov. 31.

Measuring & controlling devices

3825200—INDIA—Supply following testing instruments for vhf & carrier group in Telecommunication Research Centre, New Delhi. Financed from 6th IBRD loan. Bidders obtain invitation to tender along with relevant specs. from Asst. Dir. Gen. (Imports), Rm. no. 514, P&T Directorate, New Delhi, on payment of RS. 20 (or U.S.$2.74) prior to submitting offers. Payment will be accepted in form of crossed Indian postal order (cashable at Parliament St. Post Office, New Delhi) or crossed demand draft drawn on any scheduled bank in New Delhi. Postal order/demand draft may be drawn in favor of Section Officer, C&A Office, Director General, Posts & Telegraphs, New Delhi 110001. 1 microwave power meter (40 ghz); 1 contact thermometer—40 degree c to 350 degree c; 2 x-y display units; 2 psophometers for telephone & program circuits; 1 r.f. wattmeter (25 mhz to 1000 mhz) with suitable elements; 1 r.f. field strength & interference meter (solid state & portable), frequency 30-1000 mhz; 1 r.f. power signal generator (10 to 500 mhz); 3 low noise r.f. amplifier units (input from 100 to 1300 mhz); 1 network analyzer (1300 mhz); 4 oscilloscopes (250 mhz); 1 t.v. test signal generator; 1 vertical interval test signal generator; 2 contact fault locators capable of detection vibration-dependent contact faults in components, etc.; 1 t.v. frequency oscillator; t.v. wave-form monitor; 1 vectorscope; 1 level tracer (20 khz); 1 level tracer (100 khz); 1 set IF sub systems required for development of compact vhf receivers; 1 set double-balanced mixers; 1 set low wattage r.f. pads; 1 set signal samplers & tees; 1 set high wattage fixed terminations & attenuators; 1 set voltage controlled oscillators. Submit bids to—Dir. Gen., Posts & Telegraphs (MMD Sec.), Parliament St., New Delhi 110001. Refer to bid no. 12-216/77-MMD. Bid deadline Nov. 28.

Toys, amusement, sporting goods

3944263 — WEST GERMANY — Technical toys—set or kit for boys & girls age 10 to 16 comprising solar electrical cells, storage battery, necessary wiring diagram & description. Toy set of this kind should have output power to drive small DC motors or little gimmicks or maybe a very simple transistor radio, etc. Technical toys—same as above but using wind energy such as windmill of modern design. Technical toys—same as above, but using solar energy, complete building block system to perform various experiments using heat of sun. Systems should preferably be complete sets which will be assembled from scratch by boys & girls. Should be of superior quality. Est. annual import value $20,000. Buyer, small sized co., wishes add U.S. products. Employs 3 & lists annual sales DM 500,000. Able maintain service & repair. Quote prices f.o.b., U.S. port; terms of payment—50 percent with order balance net 30 days. Favorably known to Consulate General. WTDR 9/77. Dir. sale for resale to endusers & dealers, distrib. Reply to—Otto A. Rotzinger, Ber Technik, Raiffeisenstrasse 8, D-7750 Konstanz, Germany. Phone 07531/44170.

Motion picture production, distrib.

7813000-4—HONG KONG—Prerecorded tv programs ranging from feature films to short tv dramas, special features & major sporting events. Contact—Stephen Lam, Vice Chairman, Commercial Television Ltd., D'Aguilar Place, Hong Kong.

Construction

9910500 — EGYPT — Supply, design, construction, testing & start-up of gelatine & glue factory. Plant for El Nasr Co. for leather tanning in Alexandria. All tenders must be accompanied by provisional deposit of US$15,000, & submitted through registered commercial agent from public

sector companies or from private sector. Tender docs. available for L.E. 100 pounds sterling per copy, by bankers check or bank transfer through Central Bank of Egypt, from Gen. Organization for Industrialization, 6, Khalil Agha St., Garden City, Cairo. Refer to tender no. 12/77. Bid deadline Jan. 25.

9910501—TUNISIA—New company, Societe Tunisienne de Chaux, formed by Tunisian Govt., plans construction of lime making plant (project 32). Project, est. at about $30 million, is to build 2 units in southern Tunisia, each producing 600 tons lime per day. Swiss consulting engineering firm, Holderbank of Geneva, selected to do design work. Int'l call for bids for construction of plant will be issued in 6 to 8 months. Financing package expected to be roughly 60 percent public & 40 percent private; credit terms will be important criterion in consideration of bids. Write in French to Mouldi Zouaoui, S/Directeur Pour Les Materiaux de Construction, Ministere de L'Economie Nationale, 195 Rue de la Kasbah, Tunis.

9911100—ECUADOR—Among government efforts to promote agricultural development are 2 tenders scheduled for release in mid-Nov. calling for construction of seed processing facilities. Bidders should be prepared to offer all pertinent goods & services. World Bank will finance. Contact —Sr. Rodrigo Arroyo Paez, Mgr., Semillas Certificadas, Muros 254, Apartado 5146, Quito.

9912100-500, 3662155-94, 9917203—PAKISTAN—Engineering, furnishing & installation on basis of telecommunication system, to support supervisory control system & other forms of info. transfer, required for operation, control & administration high pressure crude oil & refined products pipeline. System should incl. following equip.—backbone microwave radio relay system; vhf/uhf single-channel links for remote control valve assemblies; vhf mobile radios; thin route radios; key telephone system; & point to point hf ssb radio for backup to backbone microwave system. Value approx. $6.0 million. Material being purchased for about 560-mile long, 16 in. dia. crude oil pipeline project, joint venture between Govt. Pakistan & Govt. of Abu Dhabi. Foreign exchange component of projects being financed by Govt. Abu Dhabi. Tender docs. available for $202.03 from below address, cable PAREF KARACHI; telex 23640 PAR, PW; tel. 439373 prior to submitting offers. Obtain bid docs. from—Mgr. Materials, Pak-Arab Refinery Ltd., Saida Chambers, 4th Fl., Shara-E-Faisel, Karachi. Refer to tender no. PAR. 028.77. Bid deadline Dec. 14.

9915102 — PHILIPPINES — Invitation to bidders previously prequalified by MWSS to bid for construction of new IPO dam. Bidders for work under this contract required to submit proposals for supplying of all materials, supplies, labor & equip. Construct 30 m high by 150 m long concrete dam & intake structure (approx. 75,000 cu. meters concrete) & connect intake structure to existing tunnels by constructing new tunnel approx. 120 m. long & 5 m to 2.5 in dia. Construct 1.0 km 6.0 m wide new access asphalt roads; site development & residences for operator's village, incl. potable water & sewer systems. Construct modification to existing concrete aqueduct interconnecting structures, & complete concrete crown lining approx. 6000 m of existing 2.2 m dia. tunnel. Supply & install 5 spillway radial gates approx. 14 m wide x 12 m high, & 2 self-regulating radial gates approx. 10 m wide x 12 m high, intake structure sluice gates with manual operators; stoplogs for spillway, & intake structure trashracks & traveling screens. Construct 2.5 km, 34.5 kv transmission lines; supply & install related transformers, switchgear, & standby diesel generator. Supply & install misc. equip.—pumps, small pressure filter water treatment system, propeller flow meter, vehicles, & pre-cast bridge girders. Interested suppliers materials & equip. & potential sub-contractors may examine bid docs. & list of prequalified bidders free at Metropolitan Water Works & Sewerage System (MWSS) main off., Rm. 300, 176 Arroceros St., Manila, or request list of prequalified contractors or purchase bid docs. from below address. Non-refundable payment in cash, or check payable to MWSS, required for each set bid docs., excluding bid forms, as latter will be supplied only to prequalified bidders, in amount of P1,500 if airfreighted, or P1,000 if purchased locally. MWSS has entered into agreement with Asian Dev. Bank for loan in various currencies toward cost of Manila Water Supply Project. Obtain bid docs. from—Project Management Off., Manila Water Supply Project, Rm. 203, ITC Bldg., 227 Buendia Ave. Ext., Makati, Metro Manila, Philippines. Cable MWSS MANIAL; tel. 47-19-01. Bid deadline Dec. 13.

9915109, 3321500, 3494300, 3824298 — INDONESIA—Bids invited for fixed price U.S. dollar contract from suppliers/mfrs. eligible countries under U.S. AID geographic code 941 for supplying of ductile-iron water pipe & related fittings, valves, meters, misc. tools & equip. for Surakarta potable water project. Items for which bids requested divided into specific lists & bidders may bid on any or all. Tender docs. available for rupiah 10,000 (approx. $24.10) per copy (non-refundable) from Ir. Rachmat Wiradisuria, Directorate of Sanitary Engineering, Jalan Pattimura No. 20, Kebayoran Baru, Jakarta Selatan, Indonesia. Bid deadline Dec. 19.

9915109-7302—OMAN—Tender Board invites int'l tender for Salalah Water Supply Project, Contract No. W2—pipelines. Project docs. prepared by John Taylor & Sons of U.K. Bid docs. & specs. available for RO 120 ($348) from Tender Board, Office of Governor, P.O. Box 787, Muscat, Sultanate of Oman. Refer to bid no. 81/77. Bid deadline Nov. 28.

9916299—GREECE—Supply, design & installation signalling & remote control system on 120 km. Tithorea-Domokos rail line. Tender open to experienced foreign firms specializing in engineering & construction similar projects, joint ventures of foreign firms & local public works contractors possessing class D certificate for electrical & mechanical projects. Financed from Greek Govt. public investment budget. Bid invitation, complete specs. & terms in Greek available at 700 drachmas (about $19) per set, from Hellenic Railways Organization (HRO), Telecommunications & Electrical Installations Ser., 1 Karolou St., Athens. Bid deadline Nov. 30.

9917203, 3573200, 3823060, 9921112—PAKISTAN—Supply supervisory control system required to monitor & control high pressure crude & products pipeline. System should consist of master control center & 6 remote terminal units located along pipeline. Equip. required should include—computers, disc drives, magnetic tape units, card punch & card reader, crt's, line printers, tty's, control function panel, rtu's with its required interfacing equip. & extensive software. Value approx. $1.5 million. Material for about 560-mile long, 16 in. dia. crude oil pipeline project, joint venture between Govt. Pakistan & Govt. Abu Dhabi. Foreign exchange component of projects being financed by Govt. Abu Dhabi. Tender docs. available for $50.60 from below address, cable PAREF KARACHI; telex 23640 PAR PW; tel. 439373, prior to submitting offers. Reply to—Mgr. Materials, Pak-Arab Refinery Ltd., Saida Chambers, 4th Fl., Shara-E-Faisel, Karachi. Refer to tender no. PAR. 027.77. Bid deadline Nov. 28.

9918201-2, 3357000, 3612235, 3613100 — GHANA—Volta River Authority (VRA) has announced preselection of firms wishing tender for supply equip. & service contracts for construction power distrib. facilities for Ghana's 2nd hydroelectric project. Bids expected to be released at varying intervals. Only prequalified firms will be permitted to tender. In view of short notice, prospective bidders urged obtain preselection docs. promptly. They are available free from consulting engineers below. While separate reports for each contract being prepared as required, brief particulars of bids provided for guidance interested firms—(A) Contract K-5 for supply four 51-mva power transformers. (B) Contract K-8 for installation transformers, switchgear & related apparatus. (C) Contract K-9 for supply & erection transmission lines. (D) Contract K-10 for supply 161-kv electrical equip. & associated steel structures, overhead lines & hardwares. Cost of project est. $237 million. Financed by various intl. lenders incl. IBRD. Telex 061-5107; cable ACRESCAN, NIAGARA FALLS. Write or cable for prequal docs.—Acres International Ltd., Kpong Hydroelectric Project, 5259 Dorchester Rd., Niagara Falls, Ontario, Canada L2E 6W1.

9918203, 3511196—CYPRUS—Mfr., supply, testing, finishing, painting, packing, insurance, shipment & delivery to site, complete erection, setting to work, commissioning & maintenance at Athalassa Substation, 6.5 km south of Nicosia—A) 2 gas turbine-driven electricity generating units, each 15/20mw nominal peak load rating & 11kv generating voltage. Also 2 turbine intake systems, 2 gas turbine exhaust systems, 2 gas turbine alternator cooling systems, 2 gas turbine gauge & control panels, 2 excitation, field suppression & automatic voltage regulation control panels, 2 415v. station auxiliary boards. B) 1 DC battery & charging equip. C) 2 sets lv & control cabling. D) two 550 ton bulk fuel oil storage tanks. E) 1 fuel off-loading transfer system. F) 1 fire-fighting system. Conditions of contract will be broadly based on those contained in Institution of Mechanical & Electrical Engineers Model Form B3. Standards should conform with those of British Standards Institute or with other authoritative standards of equivalent or higher quality. Project may be financed by IBRD or another lending institution or by contractor. Tender docs. costing 30 Cyprus pounds (U.S.$73.85) for set of 4 available from S. G. Anastassiades, Chief Engineer & Gen. Mgr., Electricity Authority of Cyprus, P.O. Box 4506, Nicosia. Bid deadline Dec. 9.

9918203—MALAYSIA—Mfr., supply, testing, packing, delivery, erection, commissioning & maintenance for 12 months, of plant to be installed at Kluang Substation & Yong Peng Substation, comprising—I) two 132 kv circuits underground cable (oil-filled or solid dielectric) 90 mva each, route length 100 meters & 120 meters respectively, completion date May 1979. II) one 132 kv circuit of underground cable

(oil-filled or solid dielectric) 90 mva, route length 60 meters. Tenders considered only for complete supply & erection of above works & acceptable firms must have experience with work of similar nature. Application for bid docs. must be accompanied by check for 30 pounds made out to Preece, Cardew & Rider; refer to CAS/3427/5T. Obtain bid docs. from Preece, Cardew & Rider, Consulting Engineers, Paston House, 165-167 Preston Rd., Brighton, BN1 6AF, Sussex, U.K. Bid deadline Dec. 12.

Consultancy & services

9921104-99, 9923103-04—TRINIDAD AND TOBAGO—Consulting firms invited to bid for undertaking solid waste & management plan study & making recommendations for system best suited to needs of Trinidad & Tobago. Proposals must incl. following factors—consideration of inter-relationship of various elements that comprise total solid waste management system, such as storage, collection, transport, process, & disposal. Survey all potential sanitary landfill sites based on guidelines developed by engineers & scientists experienced in sanitary landfilling & water pollution. Landfill sites should be divided into categories, those capable receiving all waste incl. chemical & hazardous waste & those to be restricted to domestic & non-hazardous waste. Study of value & quality recyclables in solid waste, incl. ferrous metals now being salvaged so that following may be determined—need for construction recycling plants using belt conveyors for manual removal of recyclables; manner collection & disposal derelict vehicles based on potential market. Firms submitting proposals must provide following info. Details their experience in solid waste technology & management plan study; detailed description of methodology for study; extent local participation; curriculum vitae of personnel to effect study; cost estimate of study; banks ref.—to show that firm financially strong. All inquiries on tech. matters should be referred to Dr. Elizabeth Quamina, Chief Medical Officer, Ministry of Health, 35-37 Sackville St., Port of Spain, tel. 62-52688. Obtain bid docs. from—Dir. Contracts, Central Tenders Board, 48-50 Sackville St., Port of Spain, Trinidad. Bid deadline Nov. 28.

Special products

9950006-8 — BANGLADESH — Supply building materials, fittings & equip. for construction of Roads & Highways Dept. Headquarters Bldg., Dacca. Supplies incl. white cement, marble chips & dust, sheet glass, sanitary wares, aluminum window frames incl. hardwares, door locks, hinges, stoppers, electrical fittings, rilling fans, sockets, switch plates, distribution boards (incoming & outgoing), telephone exchange (10 by 100 lines) & telephone gromets, water pump, & unit sub-station. Financed by IDA Credit 408-BD. Tender form & other docs. giving detailed specs., terms & conditions available for TK.200 (about $13.17) non-refundable, from Bangladesh Consultants Ltd., 48 Dilkusha Commercial Area, Dacca-2. Submit bids through local agent to Deputy Chief Engineer, RHD Foreign Aided Schemes, Roads & Highways Dept., 10-A Green Rd., Dacca-5. Bid deadline Dec. 1.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Miscellaneous apparel, accessories

2389098, 3841271, 3842351 — WEST GERMANY — Overseas representation opportunity for disposable garments for men & women. Also, protective industrial clothing & other industrial safety devices. Prospect is free-lance sales representative & employs 4. Annual sales DM 2 million. Price quotation c.i.f. Stuttgart Airport. Favorably known to Consulate General & recommended as possible trade partner. Reply to—H. D. Kirchner, Hans-Dieter Kirchner KG, Tiroler Strasse 85, D-7000 Stuttgart 6L. Tel. 0711/322759.

Industrial chemicals

2816431 — NEW ZEALAND — Agency sought for iron oxide pigments (preferably synthetics). Company is large importer & general merchant dealing mainly in chemicals, plastics, machinery & textiles, holding many U.S. agencies. Would like to receive full technical specs. & shade cards plus details on price, availability & methods of shipment. Write to—P. D. Rivers, Product Mgr., Dyestuffs Div., Robert Bryce & Co. Ltd., Barnes St., Seaview, P.O. Box 3747, Wellington. Cable PERSEVERE; telex NZ3934; tel. 687-109.

Synthetic materials

2824271 — SWEDEN — Sweden's biggest glassfiber distributor seeks to represent U.S. producer of carbon fiber, filament, non-woven for all kinds of reinforcing. Estab. 1937, employs 100, imports & weaves glassfiber. Reports annual sales of 30 million kr. Five salesmen cover Sweden, has agents in Denmark, Norway, Finland. Reliable local source states business progressive & profitable, payments always met promptly, highly recommends business relations. Reply to—Kjell Andersson, Mng. Dir., Mitex Glasfiver AB, Box 7013, S-250 07 Helsingborg, Sweden. Telex 72357; tel. 042/15 90 60.

Plastic products

3079081 — WEST GERMANY — Company seeks direct import for resale and/or agency for do-it-yourself hardware & plastics supplies. Terms of delivery & payment subject to negotiation. Founded 1946, employs 37. Satisfactory sales. Interested in adding all types of do-it-yourself tools & materials to present sales program. Financial situation in order & obligations met promptly. Considered suitable business partner. Reply to—Viktor Tautenhahn, ABC-Kunststoffverarbeitung Tautenhahn GmbH, Trollingerstrasse 16, 7913 Senden-Iller, Germany. Tel. 07307/5226.

Special industrial machinery

3551411-69 — BELGIUM — Agency sought for bottling equipment, dairy & other. Firm is large importer of food & non-food packing equipment. Clients are Belgian brewery, biscuit & chocolate industries, flour mills, sugar mills, coffee producers. Represents complete line of Swiss enterprise SIG. Interested in U.S. bottling systems for large capacity equipment. Reply to—M. De Wit, Mgr., Ets. Andre Quaters & Cie, Arenbergstraat 3, 2000 Antwerp. Telex 31081; tel. 031/32 70 22.

General industrial machinery

3569114-26—BELGIUM—Seeks agency for packaging equipment—sealers & labeling machines. Firm is producer & importer of semi-automatic & automatic packaging equipment, specializes in shrink packaging. Sister co., R. Gillain & Co., produces food processing equipment. Both firms well introduced in Belgian food processing & distributing industries. Reply to—P. Heynderickx, Mgr., Gillain-Heynderickx & Co., Boomsesteenweg 85, 2630 Aartselaar,

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Belgium. Phone 031/87 53 12; telex 32 327.

3569125 — BELGIUM — Packaging equipment—cartoning machines. Leading Belgian mfr. of undulated cardboard, has special packaging systems division. Looking for complementary equipment for its line of cartoning machines, such as machines that would wrap cardboard around bundles of packages, etc. Reply to—R. Van Hevele, Mgr., Development Dept., N.V. Bowater Philips, 100 New Orleansstraat, 9000 Ghent. Phone 091/51 13 13; telex 11508.

3569126—BELGIUM—Mfr. of labeling & sealing equipment looking for complementary U.S. lines. Reply to—Paul Boehlen, Mgr., Bopack N.V., Bisschoppenhoflaan 700, 2100 Deurne, Belgium. Phone 031/24/38/45; telex 33030.

Electrical industrial apparatus

3611151-52-53—SWITZERLAND—Wants to represent FHP AC electric motors (application—driving of large clocks on churches, buildings, etc.). One of Switzerland's oldest mfrs. of large clocks for churches & other buildings. Estab. 1826, produces entire mechanical system & display. Reputation good. Bank ref.: Spar-Unk Lethkasse, 3454 Sumiswald, Switzerland. Reply to—J. G. Baer, Pres., J. G. Baer AG, 3454 Sumiswald, Switzerland. Tel. 034/71 13 13.

Communications equipment

3662000, 3672000—SPAIN—Mobile transceivers & transmitters for small boats, except amateur & citizen. Mobile radio systems for small boats, sold as complete packages (incl. transceivers, base station power amplifiers, antenna, repeaters, transmitters, & receivers). Citizens radio communication equip. (transmitters, transceivers, & transmitter-receivers). Tv picture tubes, 22 or 26 in. screens; tv electronic components & accessories. Small importer/wholesaler, interested in representing U.S. firms on agency basis for above. Holds agencies from Philips of Holland & Nikke Electronic Mfg. Co. of Japan for tv sets and tv electronic components & accessories. Employs 10. Correspondence in Spanish. Contact—Felipe Estenaga, Mng. Partner, Teleservicie, Salud Tejere s/n, Ceuta, Spain. Tel. 51-4902.

Measuring & controlling devices

3823091 — THAILAND — Firm desires to represent U.S. supplier of radioisotope analyzers (instruments for detecting percentage of minerals) & electrolytic instruments with complete accessories for lab. installation. Requests catalogs & prices. Co. ref.: Curtin Scientific Co., Houston, Texas. Reply to—Chit Sithiburana, Mgr., Survey Engineering Ltd. Partnership, 328/1 Boriphat Rd., Bangkok 1. Cable SURVENGIN; tel. 2228774 & 2225758.

3825214—WEST GERMANY—Direct sale and/or agency opportunity for oscillographic transient recording systems with solid state prefault memory for power stations & utilities. Estab. 1976. Sales agent for industrial controls & test equipment. Annual sales DM 500,000. No derogatory information. Reply to—Ralph R. Nolting, Mgr., Unimatic Mess-Und Regeltechnik GmbH, Eichenstrasse 59, 6230 Frankfurt/M-83, Germany. Tel. 0611-3907223; telex 04 11591.

Guatemala Plans Construction Of Water, Sewage Systems

For several years now Guatemala City has been working on a project to build a system of trunk sewer lines and what would be its first sewage treatment plant. EMPAGUA (Empresa Municipal de Agua) will be transformed into a municipal water and sewage authority which will administer this project and later run the complete municipal water and sewer systems. The project itself, valued at around $30 million, will include $10 million for construction of an expansion of the existing city water distribution system and $20 million for construction of a system of trunk sewers and a secondary sewage treatment plant to be located south of Guatemala City near Lake Amatitlan. The plant would treat sewage from the southern half of Guatemala City, while a future plant would handle the northern half. In addition to the construction aspects, large amounts of pipe and equipment for a sewage treatment plant would be needed. Design work has already been done. Bids for construction of the water distribution system, construction of the trunk sewers and the sewage treatment plant could come as early as March 1978. Bids will probably be three lots of around $10 million each. The two best points of contact are: 1) Dr. Alberto Castillo, Dir., Banco Interamericano de Desarrollo, 2a. Calle 5-08, Zona 9, Guatemala City; 2) Ing. Mario Rojas, Div. de Drenajes, 5° Piso, Ala Norte, Municipalidad de Guatemala, Guatemala City.

Visiting Buyers & Officials

INDIA—B.D. Somani of Bombay will be in U.S. until end of October seeking contact with American manufacturers/suppliers of **paper mill machinery** for expansion of two existing paper mills in India. Also, he has recently taken over management of a pharmaceutical firm and seeks contact with **pharmaceuticals** producer interested in licensing products in India. Also interested in technology for manufacturing **carbonless copy paper, dielectric tissue paper, wall paper.** Contact Jim Nader, 202-377-3265.

HONG KONG—Group will be visiting U.S. in early November to **study multi-purpose sports arena/complex facilities.** Interested in product literature covering public address systems, artificial turf, timing devices, artificial track covering, ticket machines, etc. Contact Theresa E. Rettig, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3265.

UNITED KINGDOM—John Gold of London, representing a top do-it-yourself firm producing wide variety of items, plans to visit U.S. in late November looking for additional **do-it-yourself products.** Present itinerary includes New York and New Jersey, but plans are flexible. Contact Jane Puse, Foreign Buyer Program, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3265.

BOLIVIA—F. Soria-Galvarro of La Paz is interested in purchasing large quantities of **heating/airconditioning units** as follows: 110, 220 & 380 volts, 50 hz, to work at 12,000 ft. altitudes. For information contact Theresa Rettig, 202-377-3265.

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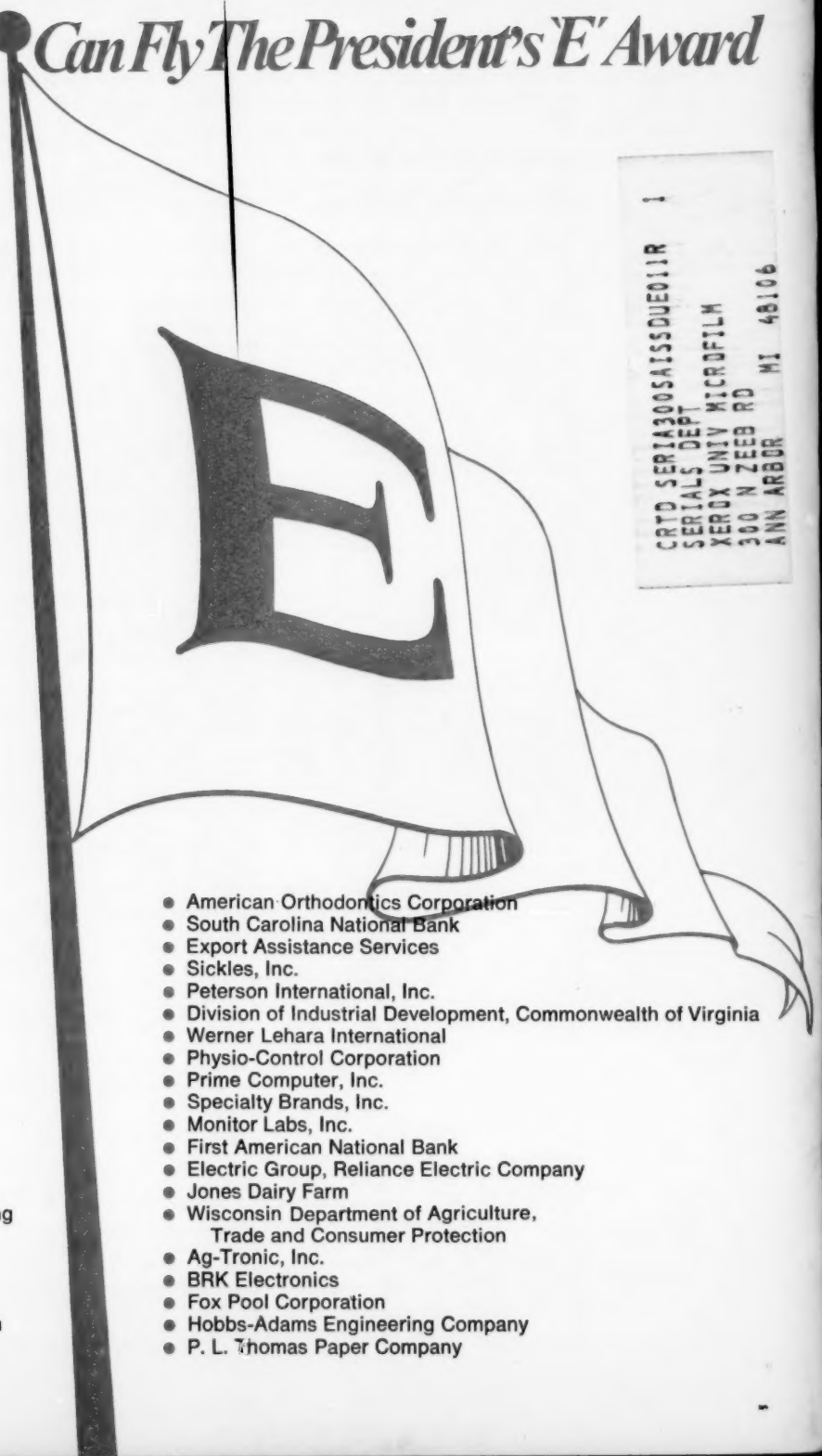

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